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# THE AMERICAN ELEVATOR AND GRAIN TRADE

Established 1882

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Established 1882

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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

One Dollar Per Annum  
SINGLE COPIES, 15 CENTS

VOL. XXXIX.

431 South Dearborn Street, Chicago, Ill., June 15, 1921

NO. 12

WE ARE PROGRESSIVE ENOUGH  
TO BE AGGRESSIVE FOR YOU

**McKENNA & DICKEY**  
Grain

60 BOARD OF TRADE

For your  
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**HARRIS, WINTHROP & CO.**

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The Rookery, Chicago

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Established 1877

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**GRASS SEEDS FIELD**

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Covers all markets. Ask for the weekly or  
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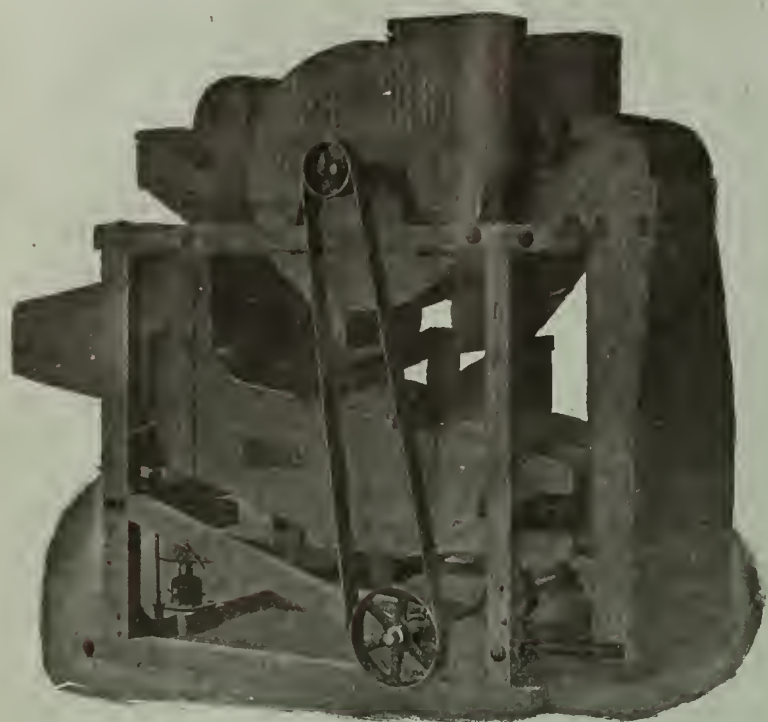
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USE IT  
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**GRAIN AND SEEDS**

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Built in ten sizes

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THE MARK OF QUALITY

## It's all in the Extra Value

The price of a machine doesn't mean much, though it should be reasonable. It's the quality you get that counts. When you buy the

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You know you've got the best on the market.

*Send for catalog giving full particulars and details*

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Tenth St., 3rd to 4th Aves., MINNEAPOLIS, U. S. A.  
Six Blocks From the Chamber of Commerce.

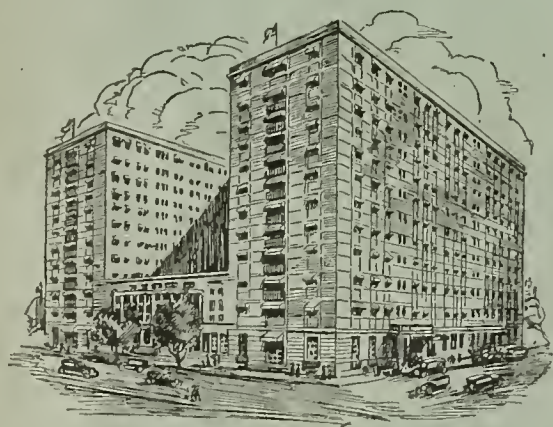
*Every Room an Outside Room. Every Room with Private Bath.*

**This Hotel Caters to the Grain and Milling  
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**Average rate for room and bath—\$2.50 single—\$3.50 double.**

Entertaining programs are rendered daily during luncheon and dinner hour on the great pipe organ in main restaurant by Dr. Frederic Tristram Egner. Orchestra music daily during dinner hour.

One whole city block of beautiful lobbies, ball rooms, billiard rooms, chocolate shop, beauty shop, barber shop, tailor shop, physical culture and bath department, cigar and news stands, delicatessen shop, etc., are operated in this hotel for the convenience and entertainment of our guests.



Columbia Motor Truck Scale  
installed at the large plant of the  
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Since 1893—28 Years Manufacturers of Scales

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Because they are easy to build, simple in construction, well made and retain their accuracy longer than any scale on the market.

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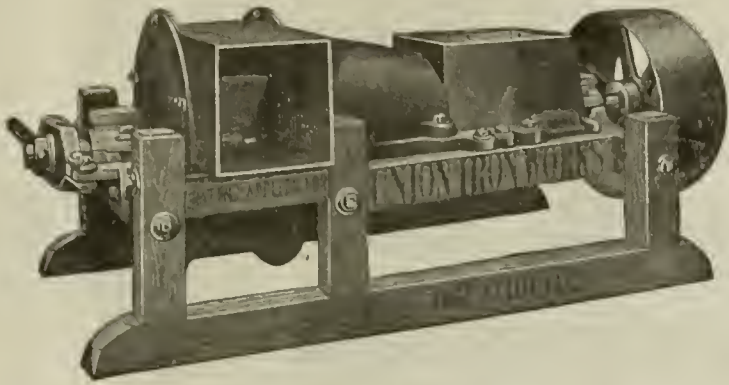
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Save money and send for list of our guaranteed rebuilt scales. All makes and capacities. Tell us what you want. Let us repair your scales—any make. We also carry parts. Finest equipment for scale work in Chicago.



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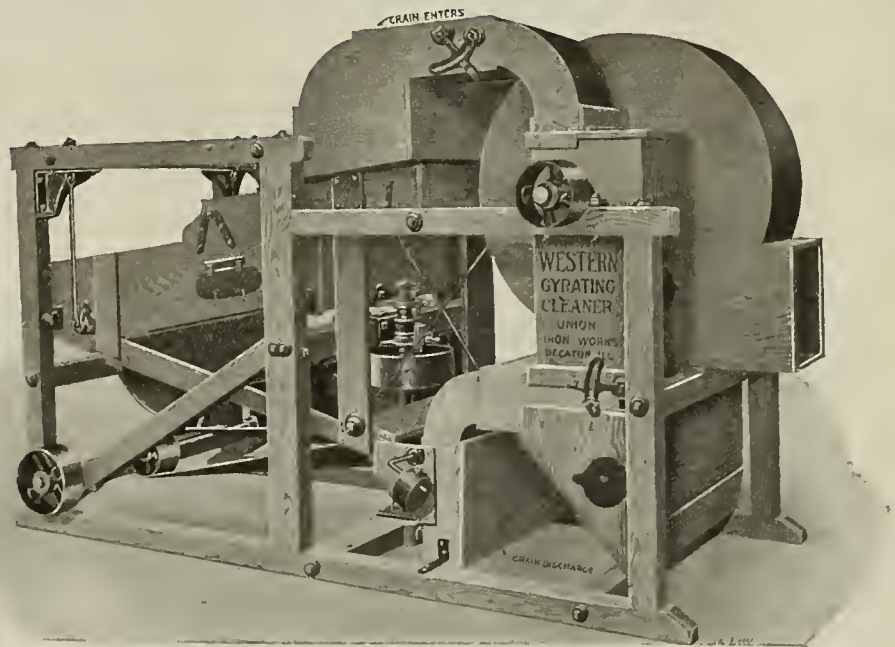
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The quality and service in the Western Shellers and Cleaners comes as a direct result of sustained and concentrated effort on the part of every individual in our organization to do his best toward building the most thoroughly efficient machines possible. That is one reason why the WESTERN LINE leads and why it has contributed more than any other to the successful and economical operation of the Grain Elevator.

We also manufacture and carry in stock for prompt shipment a complete line of

### Grain Elevating and Power Transmission Machinery

Make out your orders from our Catalog No. 27. A copy will be mailed if you request one.



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*"Everything for the Grain Elevator"*

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## Corn Shellers and Cleaners

### Are Machines of Superior Quality

#### THE Victor Corn Sheller

is the standard sheller of the country. It is made to shell only, and is especially adapted to elevators where it is desired to shell corn in the basement, and separate and clean it in the upper part of the house.

This sheller is built very strong and rigid. The shaft runs in two very heavy and long journal boxes bolted to the wooden frame. The two largest size machines have an extra bearing outside of the pulley which makes it more rigid and substantial.

The teeth on the shelling cone and the shelling surfaces of the casings are chilled, and the hopper is so constructed that it cannot clog. Other valuable features are fully described in Bulletin No. 16-K.



### The Little Victor Combined Corn Sheller and Cleaner Gives You a Combined Service



This machine shells and thoroughly cleans the corn in one operation, therefore gives you a combined service. It is a strictly first class machine in every way, made to meet the requirements of all those wanting a machine of small capacity, yet strong and durable.

It is equipped with our patent finger sieve, which absolutely prevents choking and cleans the corn better than any other sieve. This machine is built strong and substantial, and the teeth on the shelling cone and the shelling surfaces of the casings are chilled like the Victor Sheller described above.

There are thousands of these machines in use and are everywhere giving the best of results. For other styles of corn shellers and cleaners, get our special Catalogue No. 16-K.

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WELLER-MADE EQUIPMENT STANDS THE TEST



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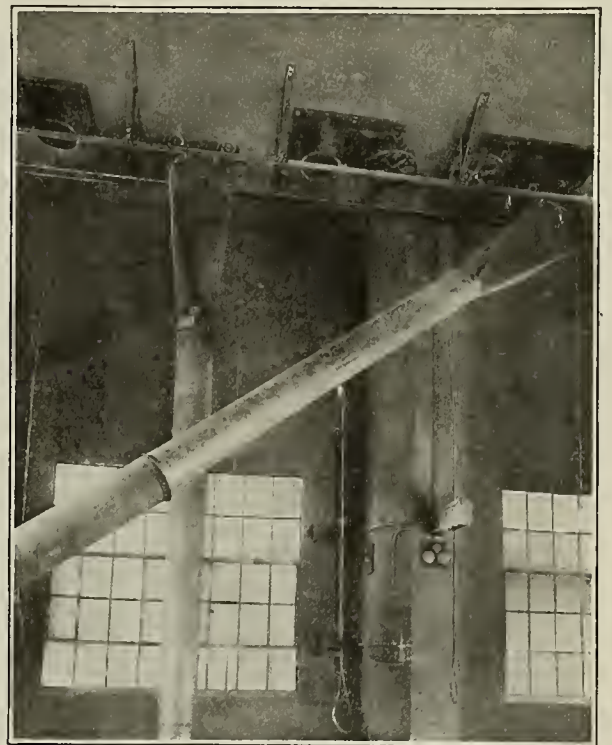
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QUICK DISCHARGE  
Grain will run on less incline

DOUBLE LIFE  
Wear is on both sides of spout

LEVER EFFECT  
Has revolving joint

LABOR SAVER  
One man can change from place to place

Saves in height of building



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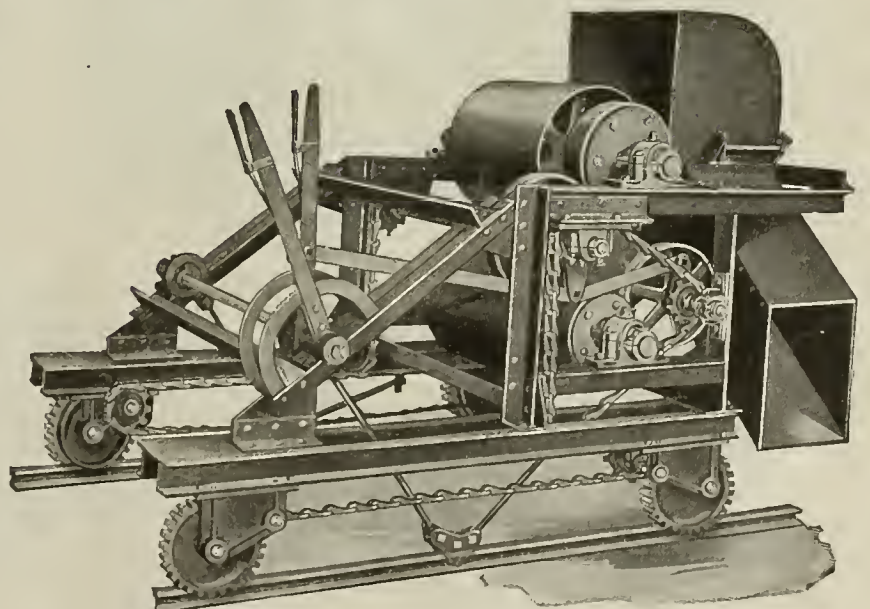
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- DRAG CONVEYORS
- PAN CONVEYORS
- RIBBON CONVEYORS
- SPIRAL CONVEYORS
- ELEVATOR BOOTS
- ELEVATOR BUCKETS
- ELEVATOR CASINGS
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- DISTRIBUTING SPOUTS
- TRUCK DUMPS
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- POWER SHOVELS
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Embodies Features Not Found in Any Other—Fully Protected by Patents

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Large pulleys help to add to the life of the belt, while the wide clearance on each side of the belt and the double friction is so arranged that it is practically impossible for the belt to catch in the friction.



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PITTSBURGH

SAN FRANCISCO  
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Indianapolis is known as the largest inland railroad city in the country and is the natural destination for shipments of grain from Indiana, Illinois, Ohio, Michigan, Wisconsin and states adjoining.

Its geographical location together with its railroads radiating to all sections of the country, makes it a logical outlet and distributing point to the East, South and Southeast.

These splendid railroad facilities assure quick handling of shipments with prompt returns on same.

Indianapolis also takes a natural pride in having the largest corn mills in the country which, together with its flour mills and vast array of manufacturing industries, creates an exceedingly large local consumption of wheat, corn, oats, rye and hay annually.

This local and foreign demand makes for top prices on all shipments.

The market's adequate weighing facilities, its efficient inspection department, and increased elevator storage and drying equipment makes Indianapolis more and more important each season as a market for shippers and buyers of grain, hay and feeds.

*Route your grain and hay to any of the following firms, all devoted to your interests and all members of the*

## INDIANAPOLIS BOARD OF TRADE

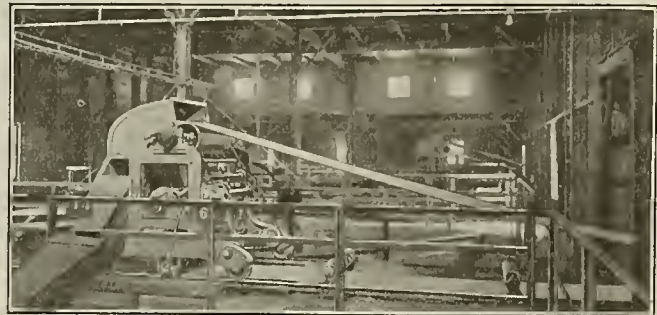
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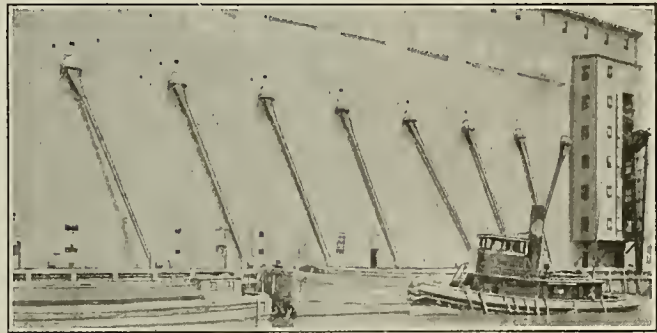
Belt Conveyor



Tripping Equipment



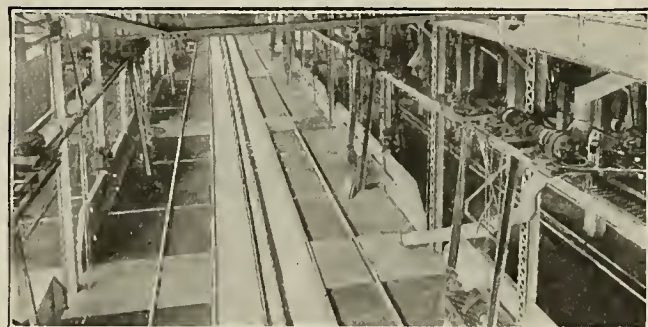
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**WEBSTER GRAIN ELEVATOR EQUIPMENT**

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Are Buying Machinery That Will  
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Has reconsignment and transit privileges and other favorable points which insures most successful handling of grain or hay shipments.



Home of the Cincinnati Grain and Hay Exchange

Is the terminal point for 200,000 miles of railways and therefore a convenient shipping point for the country dealer, and local buyers are enabled to distribute all products quickly and to best advantage. Has weighing and inspection service second to none and up-to-date grain and hay merchants constantly safeguarding their patrons' interests.

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BINGHAM-SCHOLL GRAIN CO., Grain Exclusively

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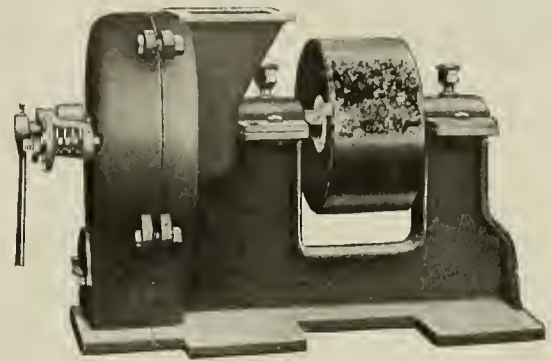
MUTUAL COMMISSION COMPANY, Strictly Commission

THE NUTRITIA COMPANY, Feeds

## DO YOU MAKE CRACKED CORN

The Buckley Grinder equipped with "C" plates will crack 30 to 40 bus. of corn per hour at 500 r. p. m.

It will crack this corn so that 95% will go over a No. 16 wire or 85% over a No. 8 wire.



When equipped with standard plates the Buckley Grinder will make feed meal of corn, oats, barley, rye and other cereals and will thoroughly grind all kinds of screenings.



**BUCKLEY BROS.**

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## To Conform With Reductions In Cost Of Raw Materials

This happy state of affairs has been brought about by more favorable buying conditions, a more perfect control of time and materials, increased efficiency of labor and a larger output per machine.

The savings made by our closely scrutinized manufacturing methods have been passed on to the buyer. Taking into consideration the improvements made in our product, and except for the obvious duty of collaboration among manufacturers to restore the morale of business, there is really little or no justification for price reduction at this time.

**"Eureka" Quality will not be sacrificed, regardless of price.**

**Our effort in our service to the elevator and milling industries will remain the same—not how cheap, but how good.**

**"Eureka" machines will always be known as products of quality.**

When you buy a "Eureka" you are making a safe investment. You are placing your faith and trust and money in a machine made and backed by the oldest and largest manufacturer of Grain Cleaning Machinery in America. **New Lists Now Ready**

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Vitrified Tile

## THE PERFECT GRAIN PROTECTION

Grain stored in Preston-Lansing Vitrified Tile Bins has absolute protection. It's safe from fire, rats, moisture, and vermin—safe as long as you want to hold it.

The "ship-lap" blocks, re-enforced with twisted steel, provide beautiful walls with invincible strength—construction that lasts for ages. They need no paint—no repairs. The glazed exterior defies wear. First cost is the only cost.

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### J. M. PRESTON CO.

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Factories at New Brighton, Pa.; Uhrichs-  
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Grain Bins and Elevator, Farmers Grain Co., Windfall, Ind.



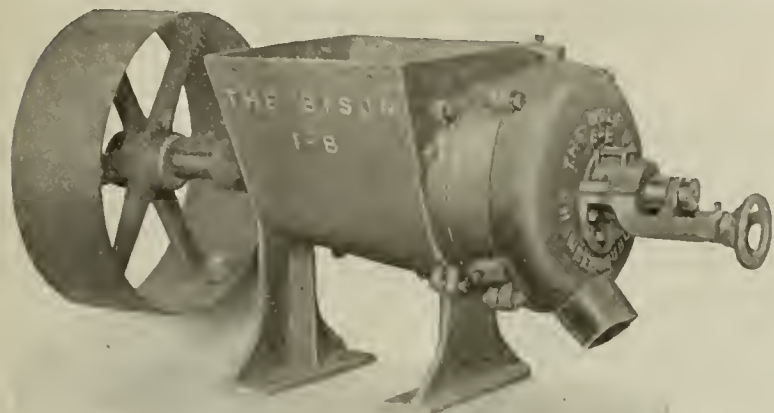
## The ELLIS ROTARY COOKER AND DIGESTER



In the preparation of certain foods and mixtures it is necessary to subject the product to the action of high pressure steam or other medium and during the process the material must be agitated or mixed. The ELLIS ROTARY COOKER AND DIGESTER is designed for that particular purpose. Built in three sizes. Quotations on request.

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A good Corn and Cob Crusher and a Two Pair High Roller Feed Mill will serve you abundantly and profitably. Get Bulletins 113-M and 116-M and our greatly reduced prices.

## THE WOLF COMPANY

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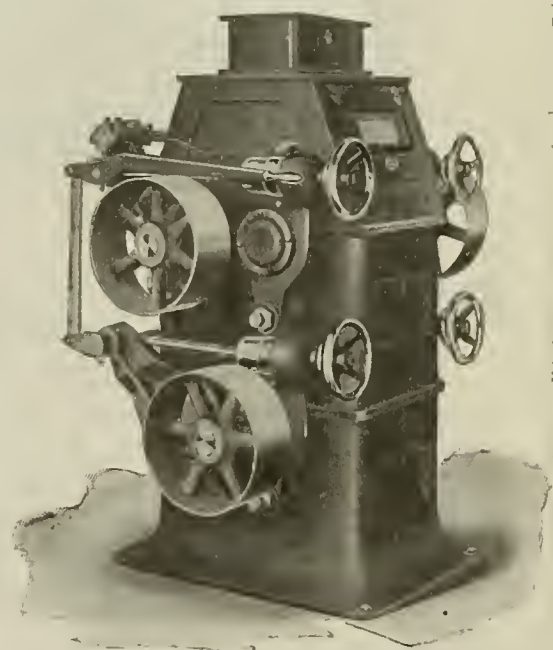
The Wolf Two Pair High Feed Mill  
(Four Rolls)

Illustration showing car equipped with Standard Liner

GRAIN CAN BE  
CARRIED IN OLD  
EQUIPMENT  
WITHOUT LOSS

Illustration showing car equipped with End Liner

ONE OF THE GREATEST PROBLEMS confronting the grain shipper is that of leakage of grain in transit.

OFTEN TIMES WHEN your elevator is filled to overflowing and farmers pressing receipts, cars will be offered you for loading that are leaky and dangerous for grain loading. In such case you have but one alternative: Either accept the car or lose the opportunity of making sale.

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Let us give you further facts regarding the dependability, strength and low cost of Kennedy Car Liners.

THE KENNEDY CAR-LINER &amp; BAG CO.

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400,000 BUSHEL ELEVATOR

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Tower. Reinforced Concrete. Latest improvements. Write us for  
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## ARE YOU WORRIED

about the condition of that grain in your bins?  
Let us equip your storage with a

## Zeleny Thermometer System

to tell you the exact condition of  
the grain and cut out the worry

*Over 100 Elevators Equipped*

Write for Description

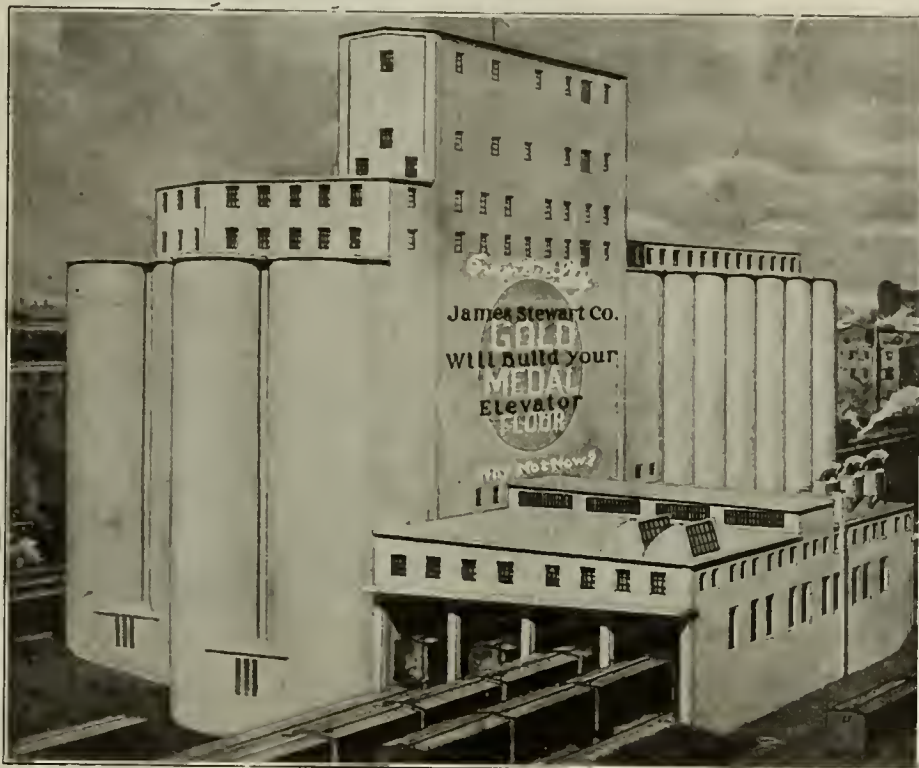
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**TWO MILLION BUSHEL FIRE PROOF  
RECEIVING ELEVATOR**

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"We have built for many of your friends.  
Eventually we will build for you. Why not now?"

We Design and Build Elevators, any type of Construction, in any part of the World.

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Twelfth Floor, Fisher Building

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W. R. SINKS, Manager

**THE POLK SYSTEM**

All-steel machines for all kinds of  
**CIRCULAR CONCRETE CONSTRUCTION**

We contract grain storages, water  
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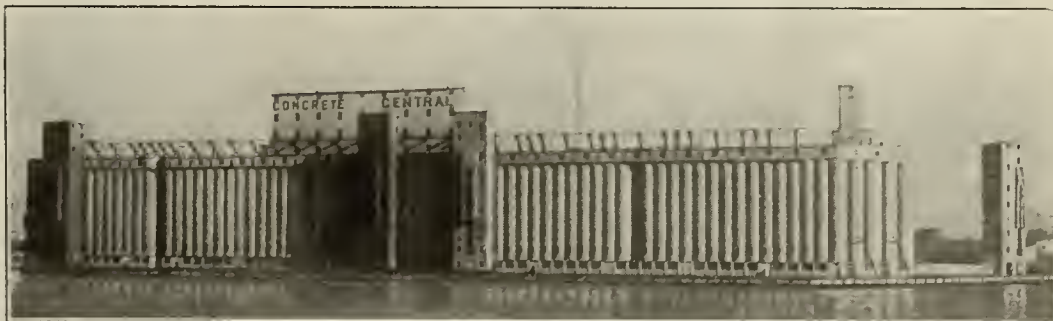
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Assure You  
Economical Design  
First Class Work  
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Satisfaction  
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One of the Modern Houses Which Has Made a Record  
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**CONCRETE CENTRAL, BUFFALO, 4,500,000 Bu.**

**MONARCH ENGINEERING CO.****BUFFALO, N. Y.**



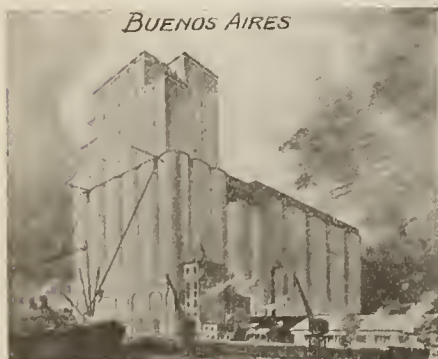
MONTREAL

## John S. Metcalf Co.

### Grain Elevator Engineers

MANCHESTER  
ENGLAND

SYDNEY, AUSTRALIA.



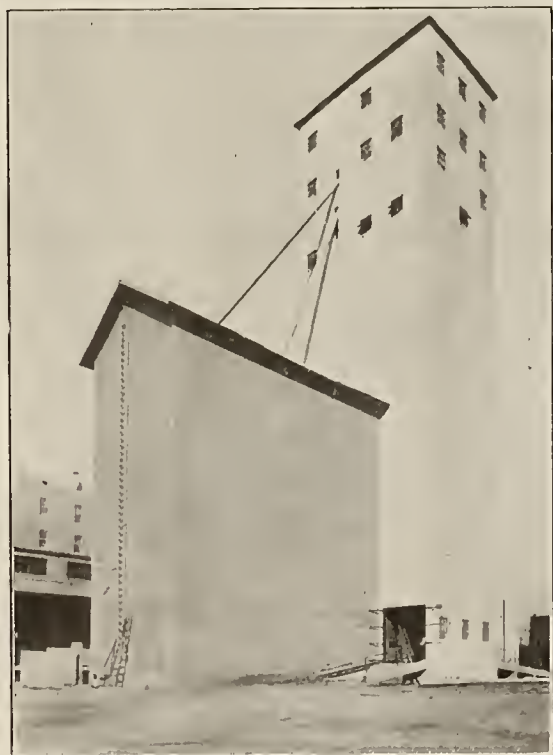
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Up-to-date elevator facilities are required all over the country and now is an ideal time to go ahead with elevator construction. Building costs in this line of work have declined to such an extent that it is now possible to erect a modern GRAIN ELEVATOR combining permanent and fireproof qualities at a very reasonable outlay. Write us for estimates.

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Specialists in Grain Elevator Building  
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### THE WORLD'S LARGEST ELEVATORS USE THIS BRUSH



For sweeping grain cars and elevators, the STAR BRUSH has no equal. Made of stiff selected fibre, 5 inches long. Guaranteed to outwear four or five corn brooms and do cleaner and faster work. Built on hardwood block 14 inches wide and flared to an 18-inch sweep. Largest elevators in Minneapolis, Duluth, Port Arthur and Ft. William now use this brush exclusively.

Order a dozen today. If within sixty days you do not find them entirely satisfactory, send them back. We'll pay the transportation charges both ways.

Price \$16.00 per dozen. F. O. B. Minneapolis

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MINNEAPOLIS

### The "Knickerbocker Cyclone" Dust Collector



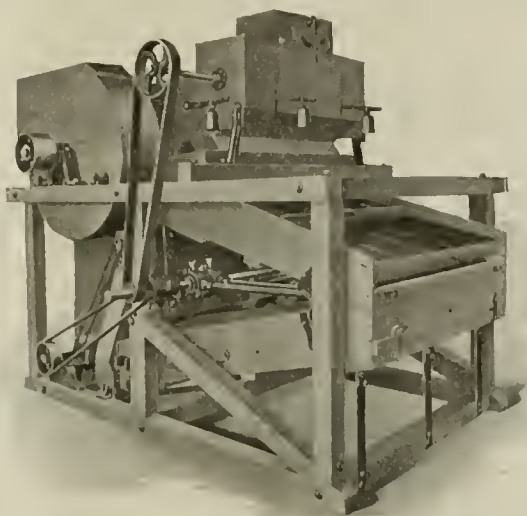
For Grain Cleaners  
ALL STEEL

Write for Catalog



The Knickerbocker Company

Jackson, Mich.



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Recognized by the grain trade as  
the best on the market for cleaning

**CORN, OATS AND WHEAT**

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**THE PHILIP SMITH MFG. CO.**  
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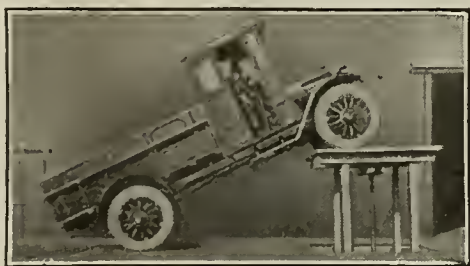
*Manufacturers of the SIDNEY LINE, which includes all the  
machinery necessary to equip the elevator from pit to cupola*

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### Would Give You Excellent Service

in dumping all kinds of trucks, regardless of make, length, or weight—it would dump them all with perfect safety to the trucks, the drivers, and the operator; yet it would perform the work in quick time.

Ball Bearings are not used in connection with Trapp Dumps; as we tested out ball bearings long ago and discarded the plan of using them.

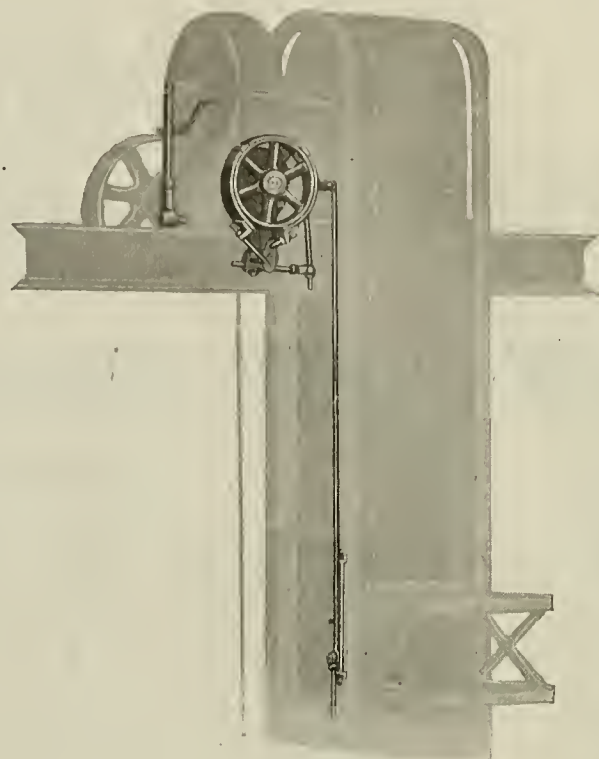


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is installed in the new, large Northern Central Elevator at Canton, Baltimore, Md. We have just equipped the three Rock Island elevators at Kansas City, Mo., with complete systems.

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Have you ever noticed that very few Second-hand INVINCIBLE machines are advertised 'for sale'?

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Because millers are content with the best. They use the machines until they are entirely worn out, then they replace them with new INVINCIBLES.

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Let us prove to you, just how much better an INVINCIBLE Receiving Separator is. You can have one on thirty days' free trial.

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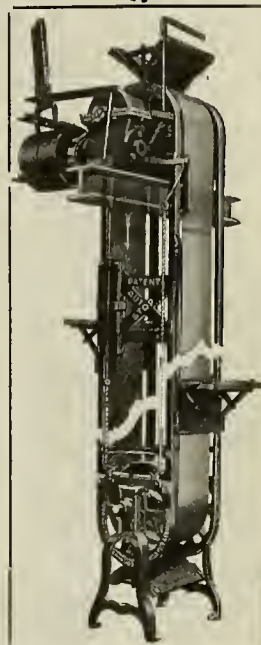
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### Humphrey Elevator

Make no mistake—be sure you install the original and genuine Humphrey Elevator in your mill, elevator or factory. It is proven tried and true by 34 years of use. It has had paid to it the sincerest flattery of being widely imitated.

The Humphrey, though imitated, has never been equalled. With its Automatic Stop Device, its Electric Silent Chain Drive, and its honest material and workmanship throughout, renders a satisfying service that cannot be duplicated.



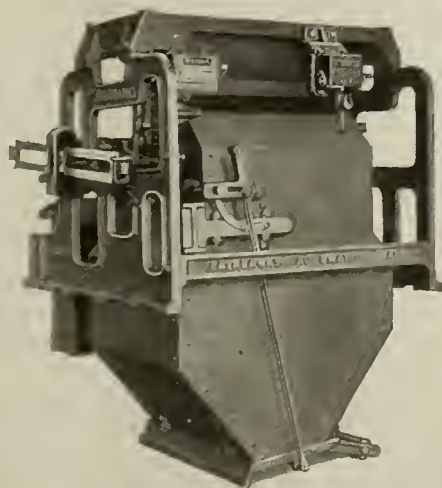
*It Is Made Exclusively by the*

**Humphrey Elevator Co.**  
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## Automatic Elevator Scale with Visual and Type Registering Counter

Weights any standard grain without changing weights. Saves time, trouble and labor—gives accuracy and long service. Equipped with two separate counters operated independently—a double check on readings.



Every Fairbanks Scale is backed by over Ninety Years' experience in scientific scale construction.

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Motor-Driven Attrition Mill; also made for Belt Drive.

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**Salem Buckets** fill easily, carry maximum load, and empty clean. Notice rounded corners and general shape. The best elevator bucket for all kinds of grain and mill products.

Made in more sizes and gauges than any other bucket on the market. We fill orders promptly from the large stock which we carry.

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Unquestionably our Helicoid (continuous flight conveyor) is the best screw conveyor made. We are the originators of and fully equipped to make the sectional flight conveyor also, but advise customers to use Helicoid, because it is better balanced and more durable than any other screw conveyor, and renders more satisfactory service.

Helicoid conveyor is well adapted to the handling of grain and all milling products; cotton seed and cotton seed products, fertilizers, sugar, starch, rice, coal, ashes, cement, concrete, phosphate, sawdust and many other articles.

HELICOID COSTS NO MORE THAN OTHER CONVEYORS

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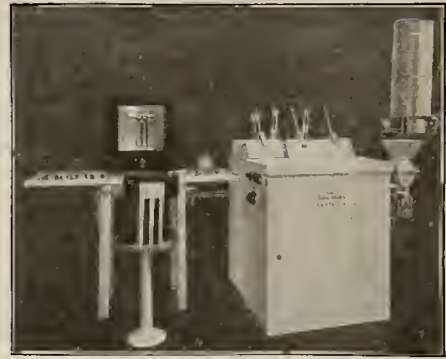
500,000 Bushel Steel Elevator—Electrically Operated—  
Capacity 30 Cars a Day—Indiana Harbor Belt R. R. Facilities.  
Good Labor Market. Low Taxes.

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Operative  
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THE MOJONNIER GRAIN TESTER fills a long-felt want for an accurate, reliable and rapid method for carrying out the actual official chemical method of sampling and analyzing grain and all of its products for moisture.

With the Mojonnier Grain Tester it is actually possible to make an exact analysis for moisture in grain and its products in only seventeen minutes. This saving in time is indicated in chart below.

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Mojonnier Test—17 minutes.

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### CHART

Actual performance in several large mills already proved this method to give results far more accurate and reliable than is ordinarily possible with the regular methods of chemical analysis.

This apparatus is as simple to operate as an automobile and yet just as positive in its action. It is built for a lifetime of service. The first cost is the only cost, since no chemicals are required for its operation. It will soon pay for itself in any mill through the savings it is possible to make by accurate, scientific control of moisture in all products handled.

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SALES BRANCHES: 79 Sherman St., New York; 301 Bedford Place, Atlanta; 4931 Marquette Ave., St. Louis; 600 Central Bldg., Seattle.

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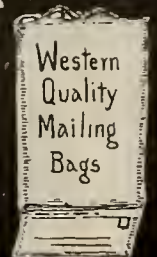
BEFORE YOU BUY NEW OR USED  
BURLAP AND COTTON BAGS

*Get Western's Price*

**WESTERN BAG & BURLAP CO.**

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Bag Manufacturers



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FOR ALL KINDS OF GRAIN

The Randolph Direct Heat Drier sweetens sour, musty and mouldy grain and removes the onion and garlic odor from wheat while drying without cracking or blistering, leaving the grain bright and polished.

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We are now in position to fill promptly all orders for the

## CLIMAX SCOOP TRUCK

which will be glad news for many waiting customers. The Scoop-Truck enables one man to remove more coal or grain from a box car than three men can move in the ordinary way. Ask any of the 5,000 users who have tried it.



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Standard - - - \$15.00  
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Write for information and estimates.

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Furnish Plans, Estimates and Build  
COUNTRY GRAIN ELEVATORS

Our long experience as a builder of elevators insures you an up-to-date house. Write today.

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## WALLS, BINS and GRAIN ELEVATORS

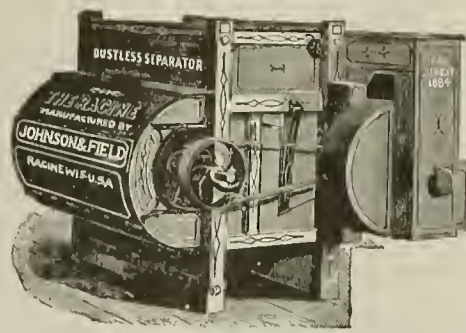
By MILO S. KETCHUM

Second Edition. 556 pp., \$5.00

Design and construction are covered completely in this book. The new edition brings it up to the minute with fresh data, new cuts, and a modern treatment throughout. Over 150 pages were added to the old edition. The new chapters on "Reinforced Concrete" and "Methods of Construction and Cost of Retaining Walls" are especially valuable. It is the standard work on stresses due to granular materials.

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## THE RACINE DUSTLESS SEPARATOR



## YOUR PROFITS

CAN BE INCREASED IF  
YOU RUN YOUR GRAIN  
OVER OUR

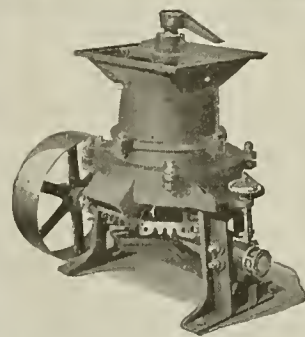
Dustless Grain and Seed Separator

Special Screens for All Kinds  
of Grain

Our Machines have probably brought higher grades to more country grain shippers than all other makes combined, saving the cost of each Machine many times in a season.

Write for prices on the "RACINE" line of grain cleaners

JOHNSON & FIELD MFG. CO., Racine, Wis.



## TRIUMPH CORN AND COB CRUSHERS

USUALLY RUN FOR AT  
LEAST A GENERATION

Bulletin giving sizes, capacities  
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upon request.

THE C. O. BARTLETT & SNOW CO.  
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## Folwell-Sinks Form Lifting JACKS



(Patented)

For Grain Elevator and Silo  
Construction

Manufactured and sold by

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## RID-OF-RATS

The Killing of one single Rat or Mouse now, may mean the destruction of the whole Brood. Spring and Summer are the Seasons when they Breed and Propagate. Rid-of-Rats is Non-Poisonous and can be used anywhere without Risk. Send for full information on Rid-of-Rats and our Other Products, it is Interesting Reading.

Representatives wanted Everywhere  
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100 Emerson Place Brooklyn, N. Y.

Price of Rid-of-Rats: \$1.00 per lb.; \$1.80 per doz. 15c boxes.

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## PENCIL No. 174



Regular Length, 7 inches

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Made in five grades  
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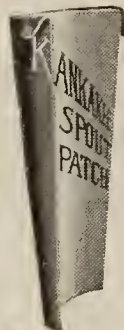
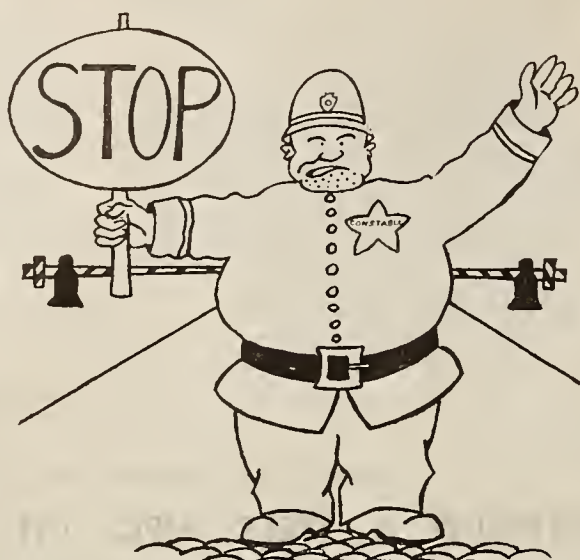
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We manufacture:  
Salem and V Buckets.  
Flexible and Bin Spouting.  
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## ← OUR LATEST

Will save you Dollars and Trouble. Kankakee Spout Patch made to fit 6-7-8-9-10 inch spout. Made of 16-gauge hard steel, 12" long.

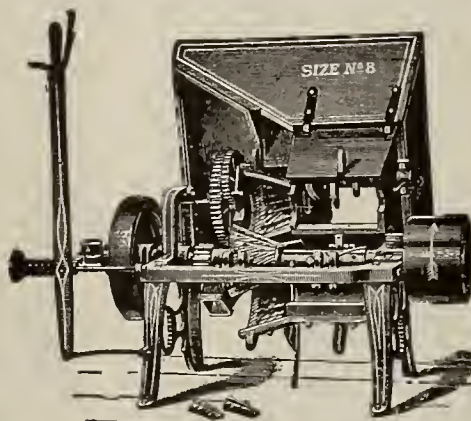
**\$9.00 Per Dozen**

**\$5.00 Per Half Dozen**

**Burrell Mfg. and Supply House**  
BOX AE 86 KANKAKEE, ILL.

## Make Feed Grinding More Profitable!

Bowsher's "Combination" Mills do this



Mill opens like this in six minutes.

Because their large capacity, cone-shaped grinders and positive self ear feeders are properly designed to direct every ounce of power energy to the actual reduction of the grain.

Crush and Grind ear corn, husked or unhusked, alone or mixed with any kind of small grain in any desired proportion. Reduce the material to any fineness desired for feeding purposes.

11 Sizes, 2 to 25 H.P.

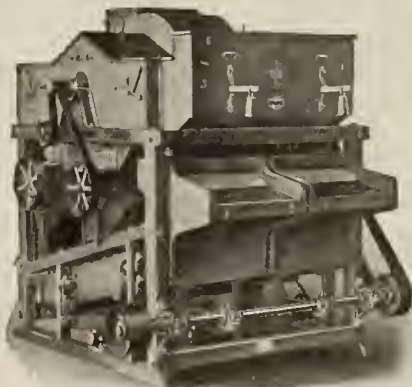
Sold with or without Sacking Elevator.

**The N. P. Bowsher Co., South Bend, Ind.**

For unlimited profits and for greatest efficiency in your mill or elevator, install

## Unique Milling Machinery

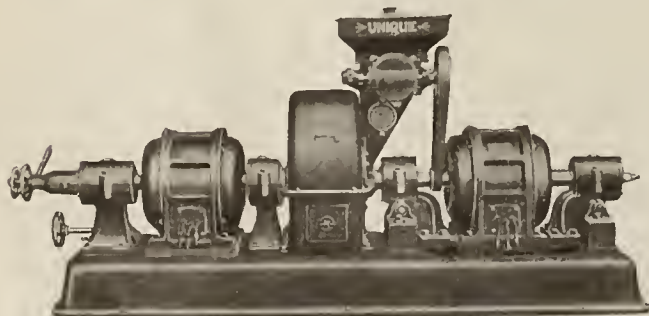
### RECEIVING SEPARATOR



This machine will save its cost in a short time by removing sticks, straws, stones, fine seeds, sand, etc., from the grain as it is brought to your plant, thereby saving the price you would be paying for good, clean grain.

All modern improvements and conveniences are incorporated in this UNIQUE Machine and it will operate efficiently at all times. Operator can conveniently change sieves to suit the product being received.

### BALL BEARING ATTRITION MILL



Motor Driven. Belt Driven if Preferred.

Here is a machine representing the most efficient feed grinder on the market. Its numerous patented improvements assure the owner of MORE and BETTER grinding CHEAPER. A UNIQUE Mill will prove a valuable asset to your equipment.

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The UNIQUE Flour, Feed and Cereal Mill Builders.

## A PROFITABLE INVESTMENT

Every elevator owner is operating to disadvantage who is trying to get along without a

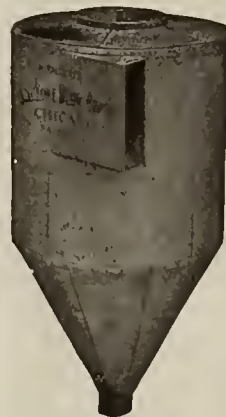
### Cyclone Dust Collector

Do not delay longer but write today for full particulars on the installation of our system.

### CYCLONE BLOW PIPE CO.

2542-52 Twenty-first Street, Chicago, Ill.

Complete new systems installed on modern plans and guaranteed. Old systems remodeled on modern lines on most economical plans. Supplementary systems added where present systems are outgrown. Defective systems corrected and put in proper working order.



SEE THAT YOUR CONTRACT CALLS FOR

## THE CUTLER MEAL DRYER



SOLD BY ALL  
MILL  
FURNISHERS

Not An  
Experiment

All Metal Steam Dryer

### IN SUCCESSFUL USE 40 YEARS DRYING

CORN MEAL, HOMINY, BREWERS' GRITS AND MEAL, AND ALL CEREAL PRODUCTS. ALSO SAND, COAL DUST, GRAPHITE, CLAY, ORES, ETC.

Automatic in operation, requiring no attention

**THE CUTLER CO., North Wilbraham, Mass.**

CATALOG ON REQUEST

# Pacific Coast Elevator Planned for Efficiency

**Macdonald Engineering Company Insures Uninterrupted Flow of Grain Through Sperry Plant by Installing Morse Silent Chain Drives on Conveyors of Vallejo Elevator**

OUT on the Pacific Coast it took the grain trade a long time to accept modern methods of handling, but once accepted they were satisfied with nothing but the best in modern equipment. This is amply demonstrated in the three year old elevator of the Sperry Flour Company at Vallejo, Calif., up the river a short distance above San Francisco. This plant is wonderfully efficient, both for land and water borne grain, and its equipment throughout is of the best.

California's grain trade antedates the gold rush by many years. It was fostered by the early missions and became commercially important very early in the state's history. But until the last few years grain of all kinds was handled in sacks exclusively. There were no elevators in the commonwealth, but low warehouses covering a large amount of ground and having a very limited capacity in comparison. The ox teams and mules had been replaced by auto trucks for hauling before the grain trade woke up to the fact that in these cumbersome sacks they were wasting thousands of dollars every year. Not only was the yearly replacement of new sacks very expensive, but the labor required in handling them was excessive. In fact it was the scarcity and high price of labor more than any other factor which finally brought to the trade a realization that they were doing business in a most inefficient manner.

Naturally the Sperry Flour Company was among the leaders in effecting a change. This company has been conspicuous in the milling industry of the West ever since the new settlers demanded more of the bread of life, and have been leaders in the flour trade ever since. At present their mills are found at most of the important centers from Los Angeles to Spokane and as far East as Ogden, Utah. At Vallejo, however, is the largest mill, and the 500,000-bushel elevator is a plant in which the company is fully justified in taking the utmost pride. The plant was built by the Macdonald Engineering Company of Chicago.

The elevator consists of a workhouse and a storage annex of concrete and steel construction. The workhouse is 48 feet wide, 51 feet long and 124 feet 6 inches high. There are 27 bins in the workhouse with a total capacity of 72,000 bushels, or 2,172 tons.

Connected with the workhouse are the concrete storage tanks, shown in the foreground of the illustration. There are 30 circular tanks 15 feet in diameter and 80 feet high and 22 intermediate bins with a total capacity of 443,380 bushels.

The machinery equipment includes four elevator legs of reinforced concrete construc-

tion. Each elevator is independently gear driven by a 35-horsepower motor and can deliver grain to any of the bins in the workhouse.

Two 30-inch belt conveyors, 160 foot centers, are used to fill the storage bins, and two 30-inch belt conveyors to carry the grain from the bins to the workhouse elevators. From these elevators the grain is either weighed by a 2,000-bushel hopper scale or a 10-bushel automatic, then passed over two Eureka Compound Separators, each having a capacity of 2,000 bushels per hour. After this cleaning the wheat is stored in any of five bins. Under these bins are Draver Feeders so arranged as to feed any of three screw conveyors. These conveyors carry the grain to the mill headhouse for final cleaning before going to the mill proper to be made into flour. As practically all of the grain received is ground before being shipped, the elevator arrangements are more or less specialized.

All the grain received by rail is weighed on two track scales and unloaded by a double motor-

large share of grain consumed in the Sperry Mill.

Power in the elevator, as in the mill, is entirely electric. The elevator has 18 motors totaling 393 horsepower and the bins, marine legs and other grain handling machinery have 19 motors of 330 horsepower. While the motors are, for the most part, direct connected, in the most vital parts of the plant are found Morse Silent Chain Drives. On the two conveyors from the marine leg are 75-horsepower drives and on the conveyors over the storage tanks are 25-horsepower drives.

Marine demurrage is a serious matter. Most grain dealers have found that it is an expensive business to delay even a freight car. How much more costly would be the unnecessary holding of an ocean steamer! Sometimes the demurrage runs to thousands of dollars, enough to eat up all hope of profit on a cargo. When a steamer is unloaded there must be no faulting of machinery, no blocking of the arteries which carry the grain away from the marine legs. It is significant, then,

that these two 570-foot conveyors are driven by Morse Chain Drives. Both of them are equipped with a drive on each side of the motor, giving quite a wide speed differential. But more important than this flexibility is the fact that they can be depended upon under any conditions.

No attribute of man is so necessary to success as reliability. Pep, speed, accuracy even gen-

ius, are as nothing compared with dependability. A flash in the pan secures many jobs, but it takes the steady flame of continuous performance to hold them. As with men so it is with machines. A transmission which has to be constantly watched is expensive, no matter how efficiently it performs its work. But the Morse Chain needs no wet nurse in attendance. It functions whenever and wherever called upon. When the fog hangs heavy over the bay and every exposed point drips moisture, there is no stretching and slipping with the Morse Chain on the job; the dry hot land breeze does not tighten it up so that bearings are in constant danger of overheating. In fair weather and foul it delivers its rated horsepower uniformly, consistently, efficiently.

The delivery of the grain from the elevators to the storage bins is no less important than from the marine legs. Here delay would stop the operation of the entire plant. So here, too, Morse Chain Drives are found doing their work day after day, with a minimum cost for upkeep and repair and with a great amount of comfort to the operators of the plant.

When an intermediate step is necessary Morse Chain Drives are the most economical.—Advertisement.



SPERRY FLOUR COMPANY'S PLANT AT VALLEJO, CALIF.

driven power shovel into a track hopper. Under this hopper is a 36-inch belt conveyor, discharging the grain to one of the four elevators. All the grain received by water is bulked on the water front and conveyed to the elevator by two 24-inch belt conveyors, running through a steel constructed gallery 570 feet long.

Extending from the headhouse to the water front is a long gallery at the end of which is a marine elevator with two legs. Up to a short time ago all of the grain received by river barge from the Sacramento River was in sacks, but now considerable quantities are coming in bulk. The Vallejo mill uses far more grain than the valley can supply, however, and shiploads from Washington and Oregon are ground each season. So the marine legs are kept pretty busy as they carry a

See our exhibit at the  
SEVENTH NATIONAL EXPOSITION OF CHEMICAL  
INDUSTRIES  
8th Coast Artillery Armory, New York  
Week of September 12th

## ENGINEERS PLANNING POWER TRANSMISSIONS

Secure Data and Estimates of "MORSE" DRIVES. SAVE Construction, Space, Light, Fuel.  
Producing More With Less.

**MORSE CHAIN CO.**

**ITHACA, N. Y.**

Engineering Service, Assistance, Bulletins

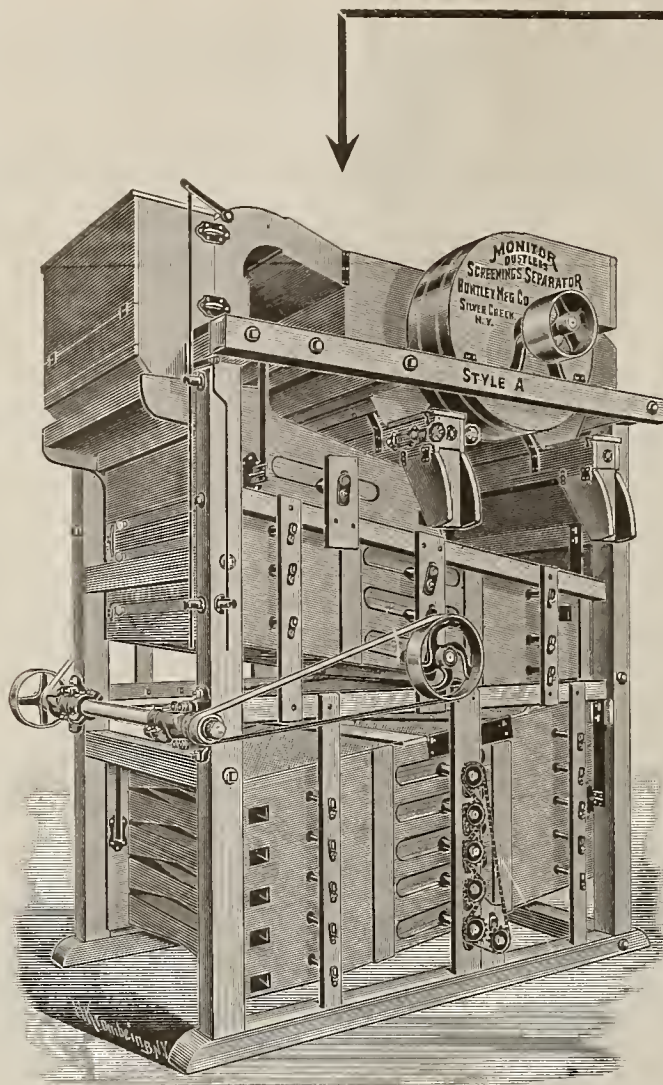
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Pittsburgh  
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## It's for You to Decide

If you clean grain, you make screenings, which have a certain value. If sold as screenings, that value is nominal. But if separated into good wheat, oats, flax, mustard, etc. and each sold at its market value, you enhance the value many times.

It's an extremely plain proposition, as well as an interesting one. But you must decide whether you want to sell as screenings, leaving the nice profit in separating for the man who buys, or take it yourselves.

No large modern elevator is now built without a MONITOR Screenings Separator being included.

Canadian Plant,  
Huntley Mfg. Co., Ltd.  
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**HUNTLEY MFG. CO.**  
DEPARTMENT E  
SILVER CREEK, N. Y.

A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

Subscription price, \$1.00 per year.

English and Foreign subscription, \$1.75 per year.

Established in 1882.

VOL. XXXIX.

CHICAGO, ILLINOIS, JUNE 15, 1921

NO. 12

## New South Wales in the Elevator Business

Terminal Elevator at Sydney and 72 Country Houses Put Australian State on Map with Progressive Grain Producing Countries—New Crop Handled in Bulk

AUSTRALIA is in process of changing her method of handling wheat from the sack to the bulk handling system. New South Wales is leading the way, and the government of that state is carrying out a progressive program of grain elevator construction in the wheat producing centers in the country, and at the shipping port of Sydney.

It has taken Australia a long time to come to a decision to change its manner of handling grain, but there is more excuse for it in that country than in our Pacific Northwest. Australia is very dry after the harvesting season, and grain could be stored in the open, covered with tarpaulin, with impunity so far as weather damage is concerned. But the vast damage done to grain stored in this way by rodents during the war puts the matter in a different light and the Australian states are wisely taking steps to protect themselves against similar loss in the future.

The factor of relative handling cost has also been considered in making the change. Sack handling, from the thresher to the port, multiplies labor costs, while the sacks themselves require an outlay out of proportion to the service they perform. The United States and Canada have the most comprehensive bulk grain handling system in the world, so it is natural that the Australian authorities looked to this country for engineers to design and build their various plants.

The New South Wales contracts for both country houses and terminal elevator at Sydney were given to the John S. Metcalf Company of Chicago. This firm has permanent branch offices at Montreal, Buenos Aires, and at Melbourne, Australia, and has built many notable structures in foreign countries.

The works at present under construction in Australia include grain elevators at 72 country sta-

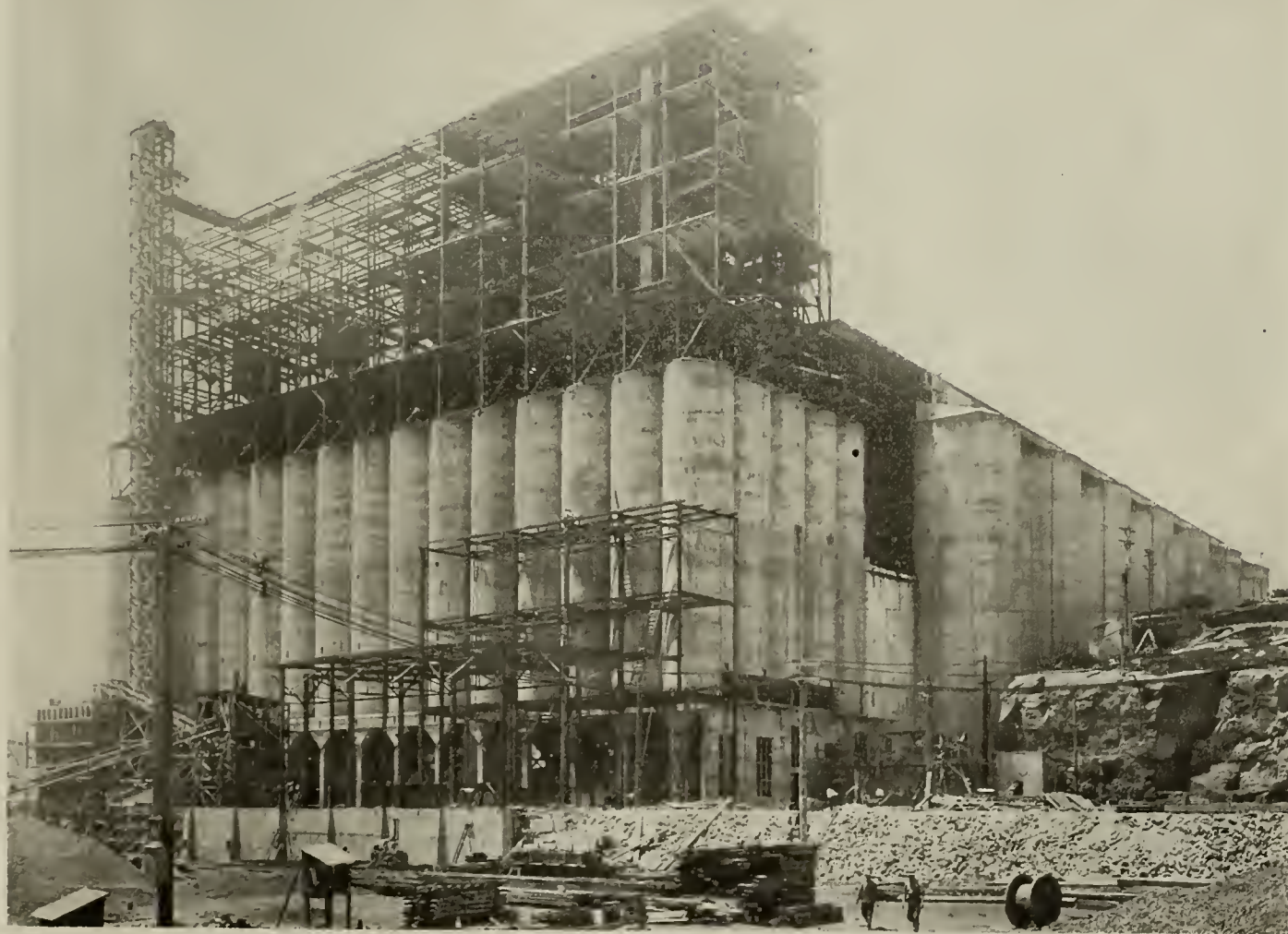
tions in the wheat growing districts, and a terminal elevator at Sydney. The latter is one of the largest elevators in the world and is equipped with the most modern machinery, mostly of American make. The elevator is of reinforced concrete and of fireproof construction in every part. The working house has 139 bins which, together, will hold 786,400 bushels; the storage annex consists of 72 circular bins, 22 feet 6 inches inside diameter and 100 feet high, and 71 interspace bins with

ners of five hopper scales, and each scale has a capacity of 1,600 bushels at a draft. The legs and belts in the house are all standardized to carry grain at the rate of 16,000 bushels per hour. This is of great value in co-ordinating the various operations of the plant and insures a maximum efficiency in the grain movement.

From the scale hoppers the grain can be sent to storage, to any of the shipping bins, to any one of the 12 cleaning machines which have an aggregate

capacity of 36,000 bushels per hour, or to the 750-bushel grain drier, housed in a separate building, which takes care of the damp or damaged wheat. While wheat rarely comes in from the country in a condition to need drying, this plant affords a means of taking care of salvage grain, something which Australia has lacked in the past.

The cleaners have two separate legs connected by screw conveyor to the various machines, which carry the screenings to the top of the house from where they are carried to a special bin set aside for that purpose. It is anticipated that there will be a ready sale of screenings in the Commonwealth among the numerous sheep



LATEST VIEW OF THE GOVERNMENT TERMINAL ELEVATOR AT SYDNEY, NEW SOUTH WALES

a capacity of 5,725,200 bushels, so the total capacity of the plant is 6,509,600 bushels.

The plan of the house is on tested and approved American lines. The working house is 240 feet wide and 75 feet deep and is 185 feet 9 inches high above base of rail. There are four covered railway tracks with five receiving hoppers on each track. The cars are unloaded by two power shovels in each dump after the car pullers bring the car into position over the dumps. The grain is carried from the car dump by belt conveyors to five receiving legs. The receiving capacity of the house is 80,000 bushels per hour.

The receiving legs elevate the grain to the gar-

and cattle raisers there. Incidentally the general run of Australian wheat is comparatively clean. The experiment stations have devoted much time to the eradication of weeds, and their efforts have borne fruit. This activity has been second only to that of perfecting wheat strains and in this, too, the agriculturalists have been very successful, developing several strains of heavy bearing and good milling wheat, some of which have been adapted by our California growers. Hard Federation is one of the most successful of these strains. But this has taken us some distance from the Sydney elevator.

Over the main storage bins are six conveyor belts 36 inches wide. These by trippers and spouts

reach any of the storage bins. Below the storage tanks in galleries there are 11 similar belts leading to five shipping legs which convey the grain through ganners to five shipping scales, each of which weighs four tons to the draft.

The shipping problem is taken care of by galleries which carry six 36-inch shipping belts. These belts discharge to traveling gantries on the wharf front where the wheat is spouted into the hold of the vessel. Shipment can be made at the maximum rate of 60,000 bushels per hour. The stream of wheat can be split into four, thus feeding to four different vessels simultaneously. The gantries are 77 feet high and are made of structural steel.

Ample berthing accommodation alongside the elevator has been provided, carrying a depth of 35 feet of water, and in the near future facilities will be provided by the harbor authorities for handling general cargo at the same wharf, so that vessels will be able to load part general cargo, while taking in a parcel of bulk wheat. Similar regul-

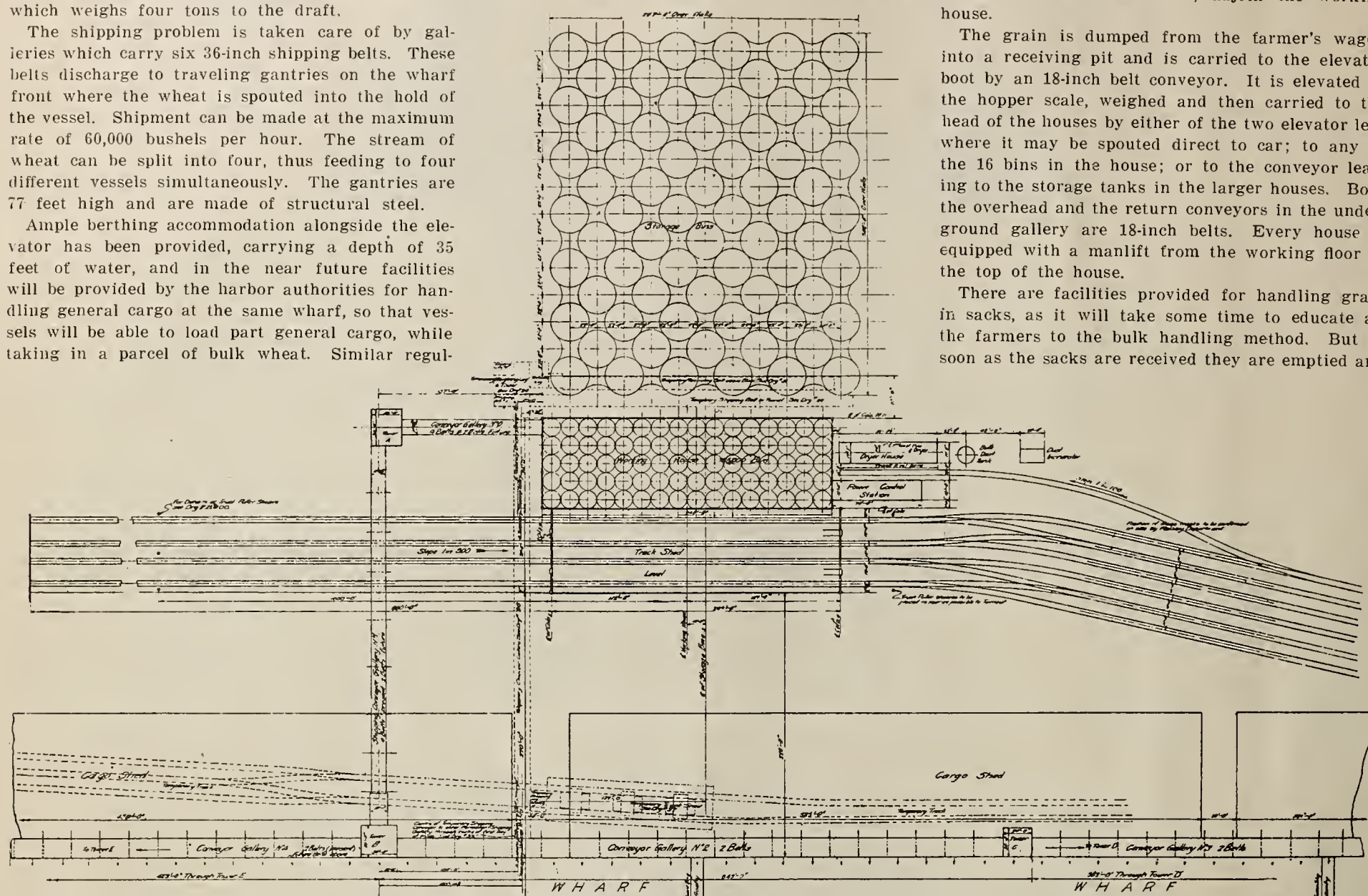
provided with a dust collecting system which connects with the 12 cleaners and the No. 8 Monitor Scourer.

Every provision is made for rapid and efficient

These elevators are of concrete construction, 82 feet 6 inches high, and nearly square on the ground plan, the width being 48 feet. The wagon shed and dump, of steel construction, adjoin the working house.

The grain is dumped from the farmer's wagon into a receiving pit and is carried to the elevator boot by an 18-inch belt conveyor. It is elevated to the hopper scale, weighed and then carried to the head of the houses by either of the two elevator legs where it may be spouted direct to car; to any of the 16 bins in the house; or to the conveyor leading to the storage tanks in the larger houses. Both the overhead and the return conveyors in the underground gallery are 18-inch belts. Every house is equipped with a manlift from the working floor to the top of the house.

There are facilities provided for handling grain in sacks, as it will take some time to educate all the farmers to the bulk handling method. But as soon as the sacks are received they are emptied and



GROUND PLAN OF THE SYDNEY TERMINAL ELEVATOR

Reproduced through courtesy of Department of Agriculture, New South Wales

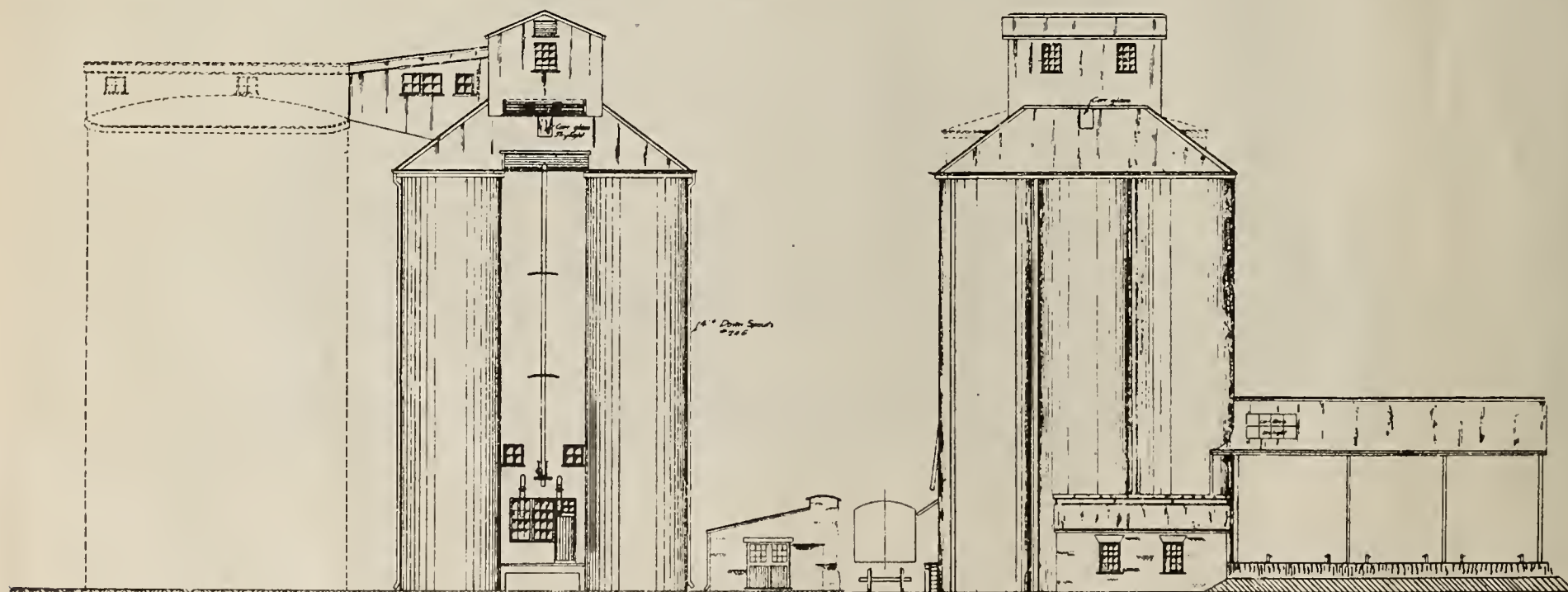
lations as to loading bulk wheat into vessels are in force in New South Wales as in other countries using this system.

The elevator is operated entirely by electricity, each belt, leg and machine being provided with a

operation of the plant and the grain trade of Australia in a short time will wonder how they ever got along without the facilities now at their disposal.

The country houses are an important link in

the sacks returned. The power equipment is about the only thing which is not uniform, but as these country elevators cover a wide territory, conditions as to the most available fuel differ in the several localities. The plans, however, provide for both



STANDARD OUTSIDE ELEVATIONS OF GOVERNMENT COUNTRY ELEVATOR, NEW SOUTH WALES

Reproduced through courtesy of Department of Agriculture, New South Wales

separate motor. These are controlled by an elaborate switch system and signaling devices housed in a room adjoining the work floor, so that the manager of the elevator can tell at a glance just what operations are being conducted throughout the plant at any time. In addition there is an interplant telephone system which reaches every part where operators are stationed. The elevator is

the new system, and indeed, without them the terminal elevator would lose much of its usefulness. The country elevators are built on a standardized plan. They range in size from 50,000 bushels to 600,000 bushels capacity, the working house containing bins of the former capacity and additional storage being added in tanks as needed, each circular tank or bin being a unit of 50,000 bushels.

rope and belt transmission, whatever the source of power may be. The 72 country elevators will have a total capacity of 15,450,000 bushels.

The production of wheat this year in New South Wales was 55,000,000 and the largest crop, 1916, was 66,765,000 bushels. While some coarse grains are raised, they are, for the most part, consumed on the farm and enter commercial channels to only

a slight extent and do not figure in the export trade at all. So it is the wheat crop figures which the elevator operators are chiefly interested in. No doubt the states of Queensland and South Australia will contribute somewhat to the new elevator system. Australia as a whole produced between 125,000,000 and 130,000,000 bushels of wheat this year which is about 20,000,000 above the 10-year average. So it can be seen that the present capacity which New South Wales has provided will probably be ample for the present, although new districts will want local elevators as the success of the system is demonstrated.

The plants built and in progress of building are estimated to cost three million sterling, which at present exchange is nearly \$12,000,000. During the past harvest (Australia harvests around the first of the year), 26 of the country plants, although not fully equipped with machinery, received and handled bulk wheat and in February the terminal elevator at Sydney received its first consignment from the country, although it was not completed at the time. This was about the date the accompanying illustrations were made.

It is the intention of the Government to administer the elevator system as a public utility, charging fixed fees for storage and handling of wheat; and in connection therewith it is proposed to institute a system of Government grading on some-

of ocean tonnage the Australian grain trade will no doubt be able to handle the situation independently and without state interference of any kind in another year. In the meantime the elevator system will have demonstrated its usefulness and economy.

### REDUCE DUST EXPLOSION AND FIRE FROM ELECTRIC LAMPS

Faulty electrical installations and inadequate protection constitute a serious fire and dust explosion hazard in dusty industries, say Dr. D. J. Price and H. R. Brown of the United States Department of Agriculture in Department Circular 171, "A Recently Developed Dust Explosion and Fire Hazard." To prove that fire and explosions may be caused by electric lamps, the Department specialists conducted a series of experiments in the laboratories of a large lamp manufacturing company.

All electric lamps in places where explosive dusts are present should, they say, be equipped with vapor-proof globes, protected by heavy guards to prevent breakage. Many of the dangerous practices, such as the use of open wiring, drop cords, unprotected lights, etc., can be eliminated by modern installation methods.

The bulletin states that explosions have occurred

### ARBITRATION DECISION UPHELD IN COURT

Judge Curtis T. Johnson, of the Common Pleas Court, Toledo, Ohio, on May 28 gave a decision which is of great interest to every grain dealer, miller and feed dealer in the United States, says Secretary Quinn of the National Association. He has dissolved an injunction asked for by the Paddock-Hodge Company of Toledo. In this action the Paddock-Hodge Company sought to restrain the Grain Dealers National Association from expelling them because they refused to pay an arbitration award. The decision of the Arbitration Committee was made on January 3 last.

The dispute was between the Park & Pollard Company, of Boston, Mass., and the Paddock-Hodge Company. After the Committee had made an award of \$3,840 in favor of the plaintiffs, the defendants refused either to pay the money or to appeal the case. The directors of the Grain Dealers National Association then gave them 30 days' time in which either to appeal or satisfy the award, failing in which they would be expelled. Two days before the time limit expired the Paddock-Hodge Company, through their attorney, asked the Common Pleas Court in Toledo for an order restraining the Association from carrying the expulsion into effect. The temporary restraining order was granted and on



GENERAL CONSTRUCTION VIEW OF SYDNEY TERMINAL ELEVATOR, SHOWING CONVEYOR GALLERIES

what similar lines to the methods in operation in Canada and the United States.

The elevator system will work in nicely with the Government pooling plan which grew out of the abnormal conditions created by the war. Under this scheme wheat is sold locally within the states by state wheat boards, while wheat for export is sold by the Australian (Commonwealth) Wheat Board. The Commonwealth Board fixes all prices at which wheat may be sold, except in the case of poultry food, which is regulated by the states.

At the beginning of the present harvest the Board fixed the prices of wheat for consumption in Australia, including milling into flour for export, at 9 shillings a bushel, but no export price was fixed for wheat. The grower is guaranteed 5 shillings a bushel, to be paid in two advances, one on delivery and one on or before April 30, 1921, and the state of New South Wales guaranteed the growers within that state an additional 2s. 6d. The effect of the domestic price fixing has been to shut off all export flour business as Canada, America and Chinese mills are able to underbid Australian prices.

Agitation has been begun against the continuation of the pooling system into the 1921-22 season, but at a conference of the Australian farmers' national organization held in Sydney, March 22, sentiment seemed to be for a continuance of the pools another year, and many of the leading farmers' representatives advocated another guarantee, the New South Wales contingent being particularly strong for it.

With its new elevator system and the abundance

as a result of lowering into a bin an unprotected electric lamp attached to a cord. The lamp may swing against the side of the bin and if the globe is broken the hot filament in the lamp is exposed for an instant and the dust cloud ignited.

It is believed that any combustible dust, if allowed to collect on the lamp in sufficiently thick layers and remain long enough, will ignite. The ignition of the dust is probably due to the fact, the specialists say, that the very chaffy dusts collect on the globe where they form a blanket which prevents radiation of the heat generated in the lamp and raises the temperature of the bulb to the ignition temperature of the dust. Some of the dusts seem to melt or congeal and form on the globe a crust which does not burn readily. During the recent dust explosion prevention campaign about 20 cases were reported where explosion or fire was supposed to have been started by the ignition of dust which had settled on the lamp or by the accidental breaking of the lamp in a dusty atmosphere.

Under ordinary conditions, with the small lamps commonly used in industrial plants and with free circulation of air about the globe, the specialists believe it unlikely that fire will start readily. They recommend, however, that all electric lamps be equipped with vapor-proof globes. The straight-side, vapor-proof globe which prevents the accumulation of dust on the lamp may be used to maintain a low temperature. The use of drop cords and the so-called extension, or portable, lamps is probably the most common and objectionable practice and should be eliminated so far as possible.

May 17 the case was argued before the court. On May 28 Judge Johnson handed down his decision dissolving the injunction. The decision follows:

The importance of the case at bar compels grave attention. The fact seems, however, to leave no alternative in the award of a decree. In making the award a bare mention of the grounds will be sufficient after complete discussion in presenting the case.

Public policy forbids the enforcement of an agreement to arbitrate (by a decree of specific performance). The law will allow no organization by its private code of regulations to supersede the law of the land in the control of personal or of private rights. A rule undertaking to accomplish this result will be deemed unreasonable and unenforceable.

Arbitration of any particular controversy may be stipulated between parties thereto. Awards made pursuant to the submission creates an obligation on the part of the contracting parties to abide the award. Refusal to abide an award lawfully submitted to arbitrators may expose the recalcitrant party to discipline administered by a voluntary association of which he may be a member. If all the proceedings leading up to expulsion for such failure to abide an award be regular, the court will not interfere with the constituted authorities of the organization in enforcing discipline for such refusal to abide.

The mere fact that there existed an unenforceable by-law commanding members to arbitrate all differences will not invalidate an arbitration agreement relating to a particular controversy entered into in contemplation of the by-law.

From these considerations the conclusion is inevitable that in the case at bar injunction relief must be denied.

The above decision divested of its legal terminology means simply this:

(1) No association or organization, voluntary

or otherwise, can usurp the functions of the civil court by setting up a court of its own.

(2) No civil court can interfere with the Grain Dealers National Association or any other organization in administering discipline to its members for breach of its rules.

(3) If a member of an association signs an arbitration contract agreeing to arbitrate a trade dispute with another member and then refuses to pay an award given against him, the offending member may be expelled or may be subject to any other discipline sanctioned by the rules provided these rules are not contrary to public policy.

It will be seen that Judge Johnson has completely upheld compulsory arbitration as practiced by this Association.

Judge Johnson says that "the law will allow no organization by its private code of regulations to supercede the law of the land in the control of personal or private rights." The Grain Dealers National Association has never assumed to wield the powers of a civil court. It has never tried to set up a court of its own in opposition to the law courts of the land. It has never endeavored to usurp the functions of any court. It has never sought sovereignty, legal or otherwise. It never tried at any time to enforce a judgment of any of its arbitration committees except through the expulsion of the member who refused to pay an award. It has no bailiffs, no court officials, no writs of execution, no machinery of any kind for enforcing the payment of an award. All it insists upon, and all it has ever insisted upon, is the legal right to discipline a member who refuses to live up to its rules, which rules are made by the members themselves for their own protection and are not in violation of public policy. The Association cannot collect an award and has never tried to do so. All it can do is expel and then the party who secured the award from the Arbitration Committee must invoke the aid of the civil courts to obtain payment.

The decision of Judge Johnson means, in a nutshell, that so long as a voluntary association does not violate the law by setting up a law court of its own there is no question about the right of that association to discipline its members. The decision, you will observe, is really written around the right of an organization to enforce its rules without interference from the court.

The decision of the Toledo court is a great triumph for the Association because it places the sanction of the law upon its acts. The officials of the Association have always felt that they were acting within the law but the question has never before been tested in the court.

## NEW FOOD RESEARCH INSTITUTE

The Carnegie Corporation of New York announced recently that it had entered into an agreement with Leland Stanford, Jr., University of California, by which a Food Research Institute is to be established at the university for the intensive study of the problems of the production, distribution and consumption of food. The corporation expressed hope that the new organization will in time be known as the Hoover Institute.

Need for such an institute was first suggested to the Corporation by Herbert Hoover, former Food Administrator, and the selection of Leland Stanford as its home was due in part to the fact that there is deposited documentary material relative to the economic side of the war gathered by Mr. Hoover. He will serve as a member of the Advisory Committee.

The institute will begin work July 1. The Corporation will provide \$700,000 for its support for 10 years.

The university had agreed to make its scientific laboratories available to the institute. It is not intended to duplicate equipment of research laboratories working in the field of nutrition, but to cooperate with other agencies.

ALBERTA'S wheat acreage is estimated 35 per cent more than last year and conditions are more favorable than they have been for years. This favorable condition applies to all the prairie

provinces, the estimate being 97.5, which suggests a crop of 275,000,000 bushels from the three western provinces.

## MISSOURI DEALERS NEW PRESIDENT

Good judgment was shown by the Missouri Grain Dealers Association last month in the selection of A. H. Meinershagen, manager of the Eagle Mill & Elevator Company of Higginsville, Mo., as president of the Association for the ensuing year. Mr. Meinershagen has shown himself to be progressive and alert to all the changing issues of the grain trade and will make a valuable executive.

He entered the milling business in 1904 as bookkeeper in the 250-barrel mill of the Eagle company and for five years had charge of the office work. Then the plant was destroyed by fire. The mill was never rebuilt, but a new elevator was put up at once and several outside stations were taken on. The company continued under the old name



A. H. MEINERSHAGEN

and handles flour, hay and mill feed besides grain, and makes a specialty of selected seed corn.

As an instance of the progressive measures which the company has adopted to retain the confidence of the farmers and secure their good will, it has built a live stock pavilion in which sales are held by the Pure Bred Stock Association of Lafayette County. This creates some immediate business and a large volume for the future. Mr. Meinershagen is a live wire and his influence will doubtless be reflected in the Association.

## SOME THINGS TO DO NOW

Secretary C. B. Riley of the Indiana Grain Dealers Association put out a bulletin the other day that is the neatest we have seen in a long time. He heads it: "What Millers and Grain Dealers may do to Profitably Employ Their Time Now," and then proceeds to list 10 things for the operator to do while he is "marking time." They are briefly summarized:

*First:* Clean up the premises thoroughly. It will mean better fire prevention and sanitation.

*Second:* Inaugurate a rat extermination campaign. This is the season to get them.

*Third:* Inspect all machinery, belts, pulleys, etc. Get them ready for service when needed.

*Fourth:* Clean up all flour storage rooms and bins and make them rat and mouse proof. Losses from this source can be greatly reduced.

*Fifth:* Examine grain bins and their contents. Stop leaks and get rid of pests.

*Sixth:* Give all buildings a thorough painting. Make them look clean, sanitary and prosperous.

*Seventh:* Have your name on your plant in

large, plain and attractive letters. If you are along a railroad it will have a double advertising value.

*Eighth:* Have scales examined and put in perfect condition. An inaccurate scale may bankrupt you on the one hand or get you into trouble with the authorities on the other.

*Ninth:* Scrutinize your financing. Dividends paid from capital are a violation of good business and good sense, and in some states (Indiana, for example) a violation of law.

*Tenth:* (If you cannot find anything else to do, or have any time left after following the other nine suggestions.)—Study the marketing plan of the Committee of Seventeen.

## NO CHANGE IN FEDERAL WHEAT GRADES

In a statement issued May 16, Secretary of Agriculture Henry C. Wallace declined to change the Federal grades for wheat, as suggested by legislative committees from Minnesota and the Dakotas. The hearings for both sides of the question were held on April 27 and 28 and on May 13. Secretary Wallace says in his statement:

"From the information gained at the hearings and otherwise, and from the most conscientious study I have been able to give this matter during the past three weeks, I have not been able to find reasons which justify any change in the present grades, except a minor change noted hereafter. Among the reasons which compel this decision are the following:

1. Frequent changes in grades and standards are highly undesirable and should be made only after thorough investigation has shown them to be both justified and needed.

2. The Grain Standards Act requires that notice of changes be given not less than 90 days in advance of their effective date. Changes made to apply to the crop of this year should become effective not later than August 15 for Spring wheat and still earlier for garlicky wheat; and even then some wheat would have begun to move and many contracts therefore would have been made. Therefore, changes effective this year must be announced immediately.

3. I have been in office but a short time—much too short to give this matter the study its great importance demands, particularly from the standpoint of the wheat grower. I am not willing to order changes which I do not of my own knowledge feel are fully justified and will be helpful to the producer and will promote more satisfactory marketing of our wheat crop.

"During the hearing it was strongly urged that the words 'good color' be substituted for the word 'bright' in the Spring wheat grades. It was contended that the word 'bright' was used at times in a technical sense to the disadvantage of the wheat grower. This descriptive term 'bright' was used in the old Minnesota grades, and was carried over into the Federal grades when they were established. Very few cars of wheat have been graded down solely because of failure to meet the requirement 'bright,' but since it is charged that the term may be used improperly to grade down wheat at country buying points I am ordering that it be eliminated entirely from the standards. There seems to be no good reason for substituting some other descriptive term for it, as that would require explanation for a long time before being generally understood, and might also be used in the same way."

## COLLECT ON FREIGHT OVERCHARGE

J. S. Brown, manager Transportation Department of the Chicago Board of Trade, advises that in regard to claims for straight overcharge in rates arising during the period of Federal control of the carriers, namely, December 26, 1917, to March 1, 1920:

The Director General of Railroads had ruled last February that claims of this character must be filed with the Interstate Commerce Commission prior to March 1, 1921.

The Director General of Railroads has recently ruled that straight overcharge claims not filed by March 1, 1921, may now be filed with the appropriate carrier by September 1, 1921, and, if found valid, will be paid by the carrier.

The foregoing does not relate to claims for loss and damage or any claims other than those for straight overcharges, in violation of tariffs.

CANADA'S WORLD WINNERS IN  
WHEAT

BY EARLE W. GAGE

There is no more startling feature in agricultural history than the sudden rise to prominence as a wheat-producing area of the Canadian West. Where but a short span of years ago the buffalo roamed, and where at a little later date pastured huge

SEAGER WHEELER IN A PLOT OF MARQUIS WHEAT  
(Mr. Wheeler in shirtsleeves)

herds of range cattle and horses, waving wheat fields that stretch from the beholder to the distant horizon hold the vision, and western Canada has speedily attained one of the first places among the wheat-producing countries of the globe. This position she maintains not alone in the tremendous output of her fields, which each fall crowds myriad elevators to overflowing and taxes railroad transportation, but in the high quality of her cereal which has given the western prairies the proud title of the finest producer on the American continent.

It has been generally assumed, and with sufficient justification, that the world's choicest wheat is grown on the American continent. Thus the premier wheat grower of the continent has received the distinction of champion among the world's wheat producers, and his product considered unexcelled the world over. This enviable title Canadian farmers have consistently secured without exception during the past 10 years, or from the time when the Dominion first seriously entered as a competitor against the older grain-growing areas across the international boundary.

If we delve into western Canadian history, it will be found that this area's fame as a producer of excellent wheat really dates back as far as the year 1876, when the prize-winning wheat at the Centennial Exposition at Philadelphia came from the Peace River Country, a region which as a grain-producing area may even at this date be said to be in the elementary stages of development, the actual possibilities having in the past generation scarcely been scratched. Another part of the same territory carried off the first wheat prize in 1893 at the Chicago World's Fair.

Western Canada has, however, been a serious and continuous exhibitor and competitor only since 1910, since which time the three provinces of Alberta, Saskatchewan and Manitoba have held the world's championship between them, wresting the prize one from the other on different occasions, but never permitting the premier honor in this respect to pass the boundary of the three.

In the year 1910, the late James J. Hill, of the Great Northern Railway Company, offered a gold cup to the value of \$1,000 for the best bushel of Hard wheat grown in the United States. Sir Thomas Shaughnessy, president of the Canadian Pacific Railway, challenged him to open the com-

petition for the prize to Canada. As he was unwilling to do this, Sir Thomas, on behalf of the Canadian Pacific Railway, offered a new prize of \$1,000 gold for the best bushel of Hard Spring wheat grown on the continent of North America.

In 1911, the first international competition was held under the auspices of the New York Land Show, and the prize was won by Seager Wheeler, of Rosthern, Saskatchewan, now familiarly known

hibited his Marquis and Red Bobs wheat, he secured the world's championship again, and successfully contested it the following year. A new champion arose in the same province in 1920, when at the International Live Stock Exposition, held in Chicago, the honor was wrested from Mr. Wheeler by J. C. Mitchell, of Dahinda, Saskatchewan, still to stay with the province and Canada.

Thus for the past decade, since which time only western Canada can be said to have entered aggressively into championship competition with the older grain-growing areas of the continent, the western provinces of Canada have carried off each year the highest honors for wheat. In one year each has the distinction come to Manitoba and Alberta, Saskatchewan being predominantly first among America's wheat-growing areas with eight grand championships, six of which it owes to that grain genius, Seager Wheeler, whose name is now renowned in agricultural circles the world over. And it may be added, Mr. Seager has been as successful with other grains as with wheat.

It is not long since the suggestion that wheat could be grown at all successfully in the Canadian West was met with the profoundest scepticism. Now Canada has not only assumed third place among the nations of the world in the amount it grows annually, but successfully maintains its claim yearly to superiority of quality over the other lands. And in the three western provinces there are yet thousands of acres of land, of the same fertility, unproductive, due in time to raise the same quality of grain, and swell the production of the Canadian West many fold.

LOWER INSURANCE RATES ON IRON  
CLAD ELEVATORS

"The shingled roof is one of the worst of fire insurance hazards," says a recent bulletin of the Western Grain Dealers Mutual Fire Insurance Company, "and the use of shingles for roofing should be discontinued as rapidly as possible. There are many country elevators with shingled roofs and wood sides that are in bad condition, the shingles



AN ALBERTA WHEAT FIELD

Mr. Holmes, of Raymond, in 1913, it traveled back to Saskatchewan, when Paul Garlach, of Allen, won out. In 1914, 1915 and 1916, the prize went to Saskatchewan each year, when Seager Wheeler repeated his first success and took first place. Manitoba's turn came in 1917, when one of her farmers, Samuel Larcombe, of Birtle, won the first prize for his province.

Seager Wheeler did not relinquish the laurels for long, and at the International Soil Products Exposition at Kansas City in 1918, where he ex-

warped and siding loose, which materially increases the spark hazard.

"Such shingled roof should be replaced with iron-clading or composition and the siding should be thoroughly repaired by renailing and painting so that sparks may not lodge thereon. Why not do a good job by iron clading the roof and sides, grounding the roof and sides at two opposite corners, thus providing protection against lightning. This will materially reduce the rate and total cost of insurance."

## Buffalo Acquires New Feed Mill

### Maritime Milling Company Erects Plant Which Has Many Features of Interest—Economy of Operation is the Keynote

**B**UFFALO, N. Y., in a quiet way, has been taking a place among the leading centers in the feed milling industry of the country. There is a natural reason for it, as there is for all such industrial movement. Buffalo is the receiving point for most of the lake borne grain, which makes a material difference in cost. It is in the center of a rich dairying and stock raising country which includes New York, Pennsylvania, Ohio and Ontario. The farmers of this territory have been educated for many years in the economy of prepared feeds and the market is one of the best in the country.

The latest acquisition to the feed industry in Buffalo is the Maritime Milling Company. The company consists of experienced grain and feed men, with George E. Todd general manager. Something over a year ago the company perfected its plans to erect a new feed mill and the design and building of the plant was put into the hands of Leslie R. Veatch of Buffalo. Mr. Veatch has had wide experience in milling, and in handling milling ma-

sonander Scales. The packing is done with automatic scales, of which there are six. The grain is cleaned on a 5,000-bushel Niagara Receiving Separator, which is connected with a Niagara Dust Collector, both of which are made by the Richmond Manufacturing Company. Most of the other machinery was furnished by the Robinson Manufacturing Company, and consists of a ball-bearing, direct motor driven Unique Attrition Mill, ball-bearing roller mills, self balancing sifters, aspirators and other special machines.

In the packing department there are two Economy Bag Closing Machines. All the elevators, conveyors and bins are of steel and are specially designed, as are the reversible belt conveyors and bag pilers, which add so much to the efficiency of the plant. A spiral bag chute has been installed which can be operated from the top of the mill direct to cars, with openings on all the floors.

The power for operating all the machinery is furnished by electric motors, either direct drive, as in the attrition mill, or with Morse Silent Chain Drive



PLANT OF THE MARITIME MILLING COMPANY, BUFFALO, N. Y.

chinery and construction work, so that the new plant has many admirable features, the result of that wide experience.

The plant is built in 20 separate units, which can be operated as a combination or entirely separate. The design involves a principle that is efficiency itself and all material being received on one side—elevated, cleaned, ground, mixed, bagged, sewed automatically and loaded in cars without having to be touched—insures the most economical operation.

The mill is five stories high, of concrete and steel construction, and with every provision possible to insure against fire or explosion. It has a capacity of 30 cars of mixed feed per day of 10 hours and has storage for 75,000 bushels and feed and grain. The warehouses, one on each end of the mill, have additional storage capacity for 150 carloads of feed in bags. In connection with the mill there are several grain storage tanks of Preston Lansing Tile construction, with a capacity of 100,000 bushels.

The receiving and shipping facilities of the plant are excellent. It is served with four tracks, two on each side of the plant. Four cars on each side can be loaded and unloaded at the same time without interference. And from the time the grain is received until the feed is shipped less than 10 per cent of trucking is required.

Of course, other materials than grain are required in the manufacture of the many dry mixed feed and scratch feeds which the company puts out. One unit, for instance, is devoted exclusively to the breaking and grinding of oil cake.

As the grain is received it is weighed over two

transmission. As each unit is operated independently there is no waste of power if a single unit is idle.

Philip Caine is superintendent for the Maritime plant and Guy Allen is the head miller in charge of the operation of the entire plant. Both of these men are very efficient and reliable. Mr. Caine has been with the Farmers Feed Company, who are the same as the Maritime Milling Company, for many years and has helped to develop their business to a point where it was necessary to enlarge their output. Mr. Allen was connected for a good many years with the Buffalo Cereal Company and is a miller of considerable prominence. It was through his efforts that the high class grade of feeds are being put on the market.

The feeds are put on the market under the general name, "Bull Brand." Different mixtures are made for dairy cows, stock, horses and poultry, and as this brand has been established for 30 years it has a reputation in the eastern territory that is worth many thousands of dollars to the Maritime Mill owners.

With its present plant and excellent connections on the South Buffalo Railroad, the company is in a position to offer exceptional service to all feed distributors who handle its products.

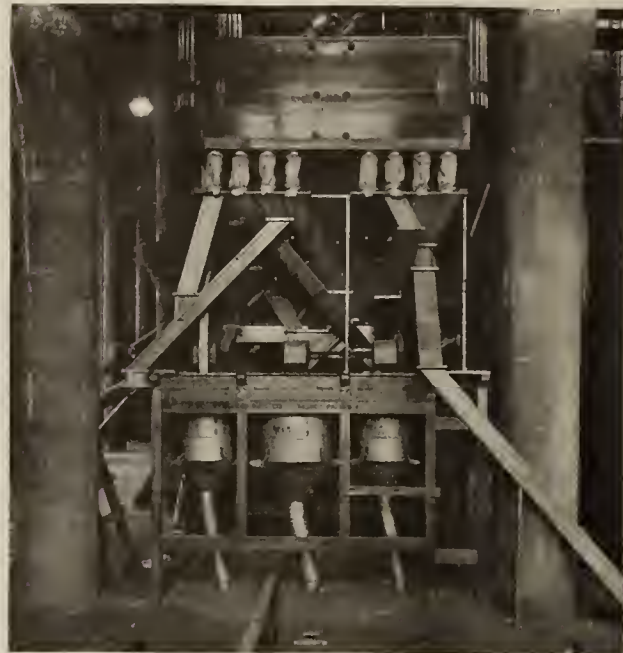
### OHIO OPEN TO GRAIN GROWERS

The Secretary of State of Ohio made an announcement some time ago that the United Grain Growers, Inc., could not do business in that state unless it filed application in Ohio as a domestic

organization, which would prohibit it from doing business, as it was a business conducted on a non-profit basis.

Secretary Smith has reconsidered his decision, however, and in a letter made public declares that the organization would not have to qualify under Ohio laws, but may do business as an individual.

This decision is a relief to the grain growers, as the large transfer elevator at Cleveland, which was recently acquired, is expected to play its part in mid-west marketing. Ohio farmers hope to make



ROBINSON SIFTER ON FIFTH FLOOR

it an important terminal, and already speak of it as such. The Ohio Farm Bureau will take steps at once to put the grain growers' organization in operation in the state.

### FEDERAL SURVEY OF CROP PESTS

In order to unite more effectively the efforts of Federal and state workers in the field of insect control, regional summer conferences are to be held and a national crop pest survey is being made. By this means it will be possible to know when and where insect scourges are developing, so that every



NIAGARA RECEIVING SEPARATOR AND DUST COLLECTOR

possible effort can be made to check them before the outbreaks have made serious headway. It will also provide for the exchange of methods and a more prompt distribution of information on new methods of control. Insects know no state lines, even where rivers are the boundaries, and the insect problem has assumed such proportions that entomologists and farmers must pool their knowledge and efforts toward solving the problem. The various colleges of agriculture, through investigation, teaching and demonstration, are attempting to solve the most vital insect problems. This work is being made more effective by co-operating with the entomologists of the neighboring states and the United States Bureau of Entomology. Without the

earnest co-operation of every farmer, however, these efforts must necessarily fall short of their aim.

### FARMERS FINANCE CORPORATION

On May 26 the Executive Committee of the U. S. Grain Growers, Inc., held a meeting in Chicago for the purpose of perfecting plans for the Farmers' Finance Corporation. This will make the fourth step in the farmers' efforts to market their own crops. First we had the American Farm Bureau Federation; second, the Committee of Seventeen which drew up the marketing plans, which resulted in the formation of; third, the U. S. Grain Growers, Inc. And now comes the Finance Corporation.

This latter will have a capital stock of \$100,000,000, contributed by the farmers, and will enable them to finance the marketing of their grain without outside help. A statement by the American Farm Bureau Federation says:

While the finance corporation will be a subsidiary of the U. S. Grain Growers, Inc., its plan of organization is such as to permit it to give assistance to any other farm-owned sales agencies that may be concerned with the marketing of farm products. Lack of credit always has been a stumbling block in the path of co-operative market undertakings and in lay-

issue its own against the individual notes. There could be no better security or investment than this. The investor will be secured by the Finance Corporation's strength, the farmer's note, and the warehoused product. It is the same principle as followed by the copper producers, and, so I understand, will be followed by the Cuban sugar producers. It is sound financing and will offer an opportunity for the private investor to enter a field which has heretofore been entirely enjoyed by the banks.

The U. S. Grain Growers, Inc., has already engaged space in the Mallers Building, Chicago, at an annual rental of \$25,000, and its demonstration of economical grain marketing will be watched with interest, not only by the trade, but by the consuming public, which is so vitally concerned in the whole movement.

### PRESENT AGRICULTURAL CONDITIONS IN THE SOUTH ATLANTIC STATES

BY N. L. WILLET

Here in the South Atlantic States we are now just gathering our oats crop. The principal type as grown is a native type developed 10 or 15 years ago and known as Fulghum—an earlier and more prolific and a hardier type than what is known as the Southern Rust Proof oat. The oat

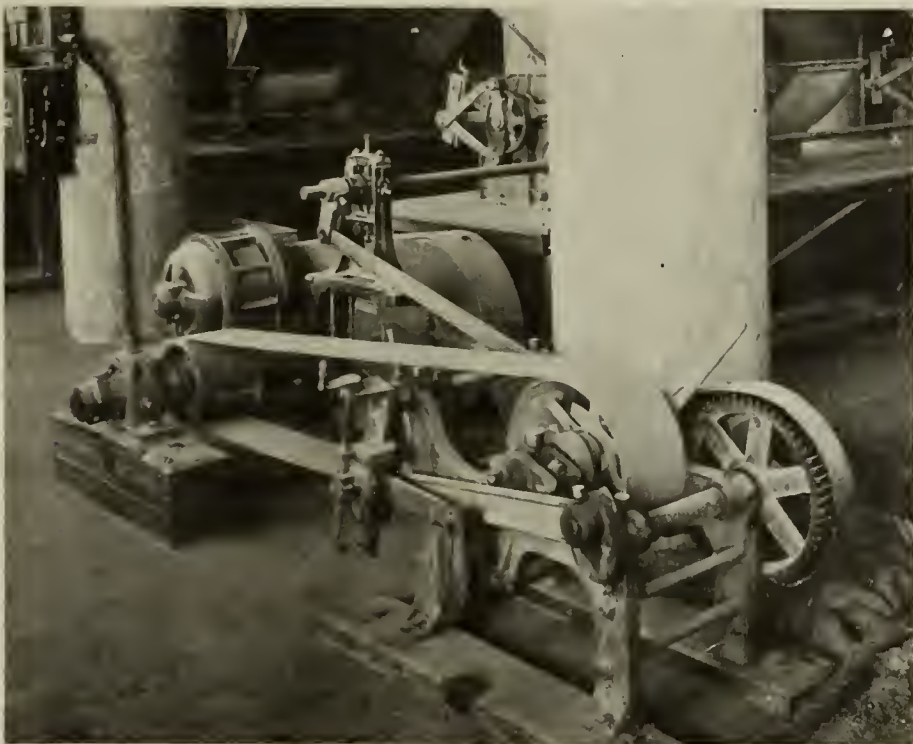
tically the whole of the cow pea crop was hogged. We are sowing this year more sorghums, Kaffir corn, and the two or three types of Velvet beans than ever before.

We are putting in an immense corn crop. It is a pity that the North has not the equivalent of our Velvet beans. It is the most luxuriant of all leguminous plants and for summer and for winter grazing as trained on corn stalks, the world has not its equal, and this crop alone will surely develop this country here into a large cattle and hog country, it is simply bound to do it.

We can winter graze hogs and cattle here, and out in the open, just about as cheaply as can the Northwestern farmer summer graze his cattle and we have just as good summer grazing crops as has this Northwestern cattle grower.

The fact is our long seasons enable us to grow two or three crops per year. Our wide variety of crop types and our good rain fall and a wide range, especially of fine leguminous plants, these things indicate this country here as an agricultural center. While some of our lands are poor, yet they are cheap and Velvet beans in two or three years time will revolutionize the poorest soils.

During the war, of course, our labor was disorganized and hard to get on our farms, but this,



First Floor With Battery of Draver Mixers



Grinding Floor in Maritime Mill

MORE VIEWS IN THE MARITIME MILLING COMPANY'S PLANT

ing the foundation for the Farmers' Finance Corporation, directors of the U. S. Grain Growers, Inc., have been exceedingly cautious to avoid mistakes that might prevent its financial arrangements from functioning smoothly at all times.

The determination to throw open the Farmers' Finance Corporation to co-operative marketing enterprises concerned with products other than grain was the result of a desire on the part of the Executive Committee to assure a field of usefulness for excess liquid assets at times when the demands of the U. S. Grain Growers, Inc., will be relatively light.

The Executive Committee has definitely determined that the selling of stock in the Farmers' Finance Corporation will be co-incidental to membership solicitation work that will begin in all states as quickly as possible. This plan will make for efficiency and eliminate the enormous expense of a second campaign.

It was reported that Bernard M. Baruch was invited to become the head of the Corporation. He declined the honor but will act in an advisory capacity. In a statement to the public press he is reported to have said:

The \$100,000,000 Finance Corporation will be formed for the purpose of bringing into the marketing of the crops the money of the individual investor who has heretofore not been brought into this movement. The result will be a widening of credit facilities which will be supplementary to, but will not replace present financing methods. It is but adapting the short-time obligation to agriculture.

The new Finance Corporation will lend money to individuals on grain or other farm products on warehouse receipts at a percentage of the market value, which must be kept good. The warehouse receipt will be protected in every practical way.

The Finance Corporation will buy the notes of the farmer secured by his warehouse receipts, and

is so different and so much superior to, say the Texas Rust Proof (and this oat, too, is rust proof) that it leads one to believe that this oat, which the writer has been largely instrumental in exploiting, is worth to the South today not less than \$20,000,000 to \$25,000,000.

This oat has done well, too, in the North, standing in Missouri and in Virginia 15 to 18 degrees below zero. We have a large oat crop this year and it is as fine a one as this country has ever had. Usually with us oats are spotted, but, seemingly, this year all of our oat crops are good. Our warm winter has been responsible possibly for this.

The new high points in this year's agriculture is the very wide distribution of three most excellent new plants: Brown Top Millet, Georgia Bush Velvet Beans, and Carpet Grass. There has been, too, some distribution, with the prospect of a large distribution another year, of two strictly southern types of soys adopted to our long season, viz., Biloxi soy, a tall plant and a maker of immense foliage; and the Otootan soy, which is a slender soy much resembling Hairy vetch in its growings and especially adapted for making fine stemmed, leguminous hay.

Cow peas, different from other farm products, have gone up rapidly during the season and there is an immense scarcity of them today. Only a small part of the actual demand has been filled. We made last year an immense cow pea crop, but the prospect of prices was so discouraging and the cost of picking was so large that prac-

today, has passed, for labor here today is superabundant and probably will remain so. Its price is dirt cheap and its willingness to work is quite contrary to the spirit of much of the other in the country today.

When we remember that the factors of agriculture are labor, climate, soil, and a wide possible variety of crop types and when we understand that all of these conditions obtain in the most favorable way here in the South—why all of this points arrows toward southern agriculture; and especially to the South Atlantic States as opposed to the Southwestern States where we often find drouths and, in some cases, malaria.

The status of cotton is, as is well known, just about the opposite, in every way, to what we would like. How it will all work out as regards price and present surplus and the crop of 1921, no one knows. This situation puts a sad handicap upon the cotton South this year, and possibly the next year. This cotton situation, however, is one largely of our own making. The only remedy for sin that I know of is to take one's punishment.

REPORTS from Texas are to the effect that the farm-bureau movement is spreading rapidly and that farmers co-operative marketing associations are keeping pace. Among the latest farm bureaus is that organized at George West, Texas, of which J. H. Pullin of Whitsett is president, M. A. Hemphill of Clegg is vice-president, and Oscar Voges of Three Rivers is secretary.



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#### CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers National Association and of the Illinois Grain Dealers Association

CHICAGO, ILL., JUNE 15, 1921

#### STILL UP IN THE AIR

**E**VENTS move slowly. The Tincher Bill until a few days ago was in the same position that it was last month when we discussed it. Within the last 24 hours as we write, however, or to be more exact, on June 9, Secretary Wallace presented some amendments to the bill which he asked to be incorporated. These amendments represent an ultimatum by the grain exchanges as to the maximum interference that could be tolerated if the exchanges were to survive. F. B. Wells of Minneapolis, presented them to the Secretary and Mr. Wallace evidently was convinced, for in presenting the amendments to the Senate Committee on Agriculture, he said:

The exchanges do not approve the bill, but they feel that a hedging market can still be maintained if we go no further. It must be remembered that the exchanges provide the best system of marketing we have yet discovered. They provide a place for buyers and sellers to meet and hedging facilities that prevent losses. Until a better system has been provided we should not interfere with the legitimate operation of these exchanges.

The amendments provide that the exchanges shall not deny membership and all privileges to duly authorized executive officers of lawfully formed and conducted co-operative associations of producers having adequate financial responsibility. No rule shall apply to distribution of profits among its members on a patronage basis. But it is understood that patronage dividends shall not be given to non-members. A second amendment puts the power to revoke an exchange license in the hands of a commission, instead of vesting it with the Secretary of Agriculture alone. This commission will consist of the Attorney General, the Secretary

of Commerce and the Secretary of Agriculture.

With these changes there is every likelihood that the bill will be passed by the Senate, and an early concurrence to the amendments be made by the House. It will then be up to President Harding. It remains to be seen whether the President will repudiate his campaign pledges of keeping government out of business. It will be argued, of course, that agriculture is facing a crisis. But we hope that the President will see that there is no more of a crisis than there has been for many years, so far as the exchanges are concerned; that the whole agitation is the result of propaganda by economic ignoramuses, many of whom have a personal stake in the turmoil that has been aroused, and are merely using this method of exploiting the farmers.

#### LANTZ BILL STILL IN DOUBT

**T**HE Lantz Bill, which would put the Chicago Board of Trade under supervision of a state department, advanced to third reading on June 14, with 26 amendments added, one of which transferred the supervision of the Board to the Department of Trade and Commerce. It will be called up for final action on June 15, as we go to press, but opponents of the measure believe it can be defeated.

The Lantz Bills were sponsored by the Illinois Agricultural Association and the attempt was made to stampede the Legislature by showing that the bills had the unanimous endorsement of the farmers. Whereas, as a matter of fact, the only people that were for them were a few misguided and radical farmers and the leaders of the Agricultural Association, who would be the only ones to profit by their passage.

The level headed farmers of Illinois, however, who know that the stability of their grain market is dependent on the Board of Trade and the hedging privilege, have been heard from in no uncertain terms. Practically every representative at Springfield knows now that the farmers are not unanimously in favor of the bills; they know that in fact the great majority are directly opposed to them. It is one of the most encouraging manifestations we have seen in months, this voluntary effort on the farmers' part to prevent this legislation. It promises well for the future of the country and renews our faith in the inherent common sense of the American people.

#### CROP REPORT SHOWS DETERIORATION

**J**UNE marks the month when we get close to final figures on Winter wheat, although there have been quite surprising upsets at times after June 1. This year, for instance, the Government report estimates a total of 578,342,000 bushels as against 629,287,000 last month which was a larger loss than the trade anticipated. The June estimate is greater than the five year average, however, which is 572,000,000 bushels. Since this report was made there has been an abundance of moisture throughout the Winter wheat territory and the yield will undoubtedly reflect the favorable conditions.

The Spring wheat acreage is estimated at 18,023,000 and the condition 93.4 which is 3.7

above the condition a year ago. This condition predicts a yield of 251,289,000 bushels as against 258,495,000 for the five year average 1915-1919. All wheat estimate is 830,000,000 or 1,000,000 bushels less than the five years average.

Oats shows an acreage of 3.5 per cent greater than last year and a condition of 85.7 as against 89.5 in 1920. The prospect is for 1,404,922,000 bushels, compared with a five year average of 1,432,697,000. Barley shows a condition of 87.1, a loss of 3.3 during the month, and a prospective yield of 190,661,000 bushels, compared with a five year average of 208,098,000 bushels. Rye, on the other hand, shows a gain over the average, 71,011,000 bushels, compared with 69,159,000, based upon an acreage of 4,544,000 and a condition of 90.3.

The hay crop promises a yield of 108,000,000 tons, as against the five year average of 103,000,000 tons. The yield per acre is 1.37 compared with the average of 1.45 tons.

There is not an over-abundance of any grain and in wheat particularly, there would be a scraping of bins if the foreign demand should approximate that of the last twelve months.

#### THE ACORN

**S**OME eight years ago the Council of Grain Exchanges, a deliberative body made up of representatives of the principal exchanges, had a Crop Improvement Committee. This Committee represented about all the constructive work that the Council ever did. Bert Ball was secretary of the Committee, and he was very active in promoting the growing of more and better grain. To this end he was active in the organization of counties and the appointment of county agents whose duty it was to advise farmers in the growing of their crops, the eradication of insect pests, the encouragement of boys corn and pig clubs, and the like. In fact this Crop Improvement Committee was largely instrumental in the passage of the Agricultural Extension Act which provided for field instruction in agriculture, the expense to be borne jointly by the Federal and state governments.

From this little acorn grew the giant tree whose shadow threatens the business life of many grain dealers, and which is responsible for all the farm agitation which is troubling the country at the present time,—the county agent and the American Farm Bureau Federation.

There was no thought in the minds of those who wrote or sponsored the Act, that commercial activity would be a part of the work of the county agents; there was no idea that these agents should spend their time and the taxpayers money in promoting co-operative associations; the purpose was not to provide competition for established legitimate business enterprise. The county agent was originally appointed to help the farmer increase his crops, better his live stock and create interest in agricultural pursuits among the younger generation. It reminds us of the old rhyme:

Mary had a little lamb,  
Its fleece was white as snow,  
It followed her to Pittsburgh,  
And now look at the damn thing!

The county agent has gone far beyond his intended bounds, and it is high time that he and

the Bureau of Markets are called to an accounting, that we may know how far into socialism this Government intends to go.

Our experience with the results of the Agricultural Extension Act leaves us lukewarm over the Purnell Bill which is "to authorize the more complete endowments of agricultural experiment stations and for other purposes." On its face the bill sounds useful and innocuous, but we are suspicious of any effort to enlarge our breeding grounds of socialism.

## ANOTHER SIDETRACK DECISION

THE Illinois Supreme Court has added another decision to the many made in Illinois and other states with reference to contracts between railways and elevator men in the matter of sidetracks. Paul Kuhn & Company requested the Big Four Railroad to put in a sidetrack to their elevator at Snyder, Ill. The company refused as Kuhn declined to sign the contract presented to him. This contract provided that the railroad could remove the sidetrack at any time after 60 days' notice (at Kuhn's expense) and also Kuhn was asked to agree to waive any claim for loss or damage by fire originating with the railroad.

The railroad company fought the matter from the Public Utilities Commission to the Supreme Court, which affirmed the original decision that the railroad must put in the sidetrack. The court held that Kuhn could not be required to waive rights given him by the law or assume liabilities not imposed on him by the law. It held that a railroad cannot annex any conditions not contained in the law, to the performance of the duties imposed by the law.

All this is fundamental and contained in many similar decisions. It would seem the railroads should have learned as much through all these years.

## DELEGATED POWER

A MOST dangerous practice has crept into our political and economic system in recent years. It is the passage of acts by legislative bodies, state and national, delegating to a man or a commission, powers which should be assumed by the elective body which passed it. A favorite method is to allow such delegated person to make rules for carrying out the purpose of the act. In this way the rule becomes a component part of the act itself and may incorporate provisions which Congress or the legislature would never have dreamed of imposing.

This is one of the chief objections to the Tinch Bill and to the Lantz Bills of Illinois. While the grain trade may have entire confidence in the sense of fairness and ability of Secretaries Wallace and Hoover and Attorney General Daugherty, we do not know who their successors may be nor their economic fitness for regulating one of the country's greatest industries.

If Congress or a state wants to regulate the grain business, in spite of the expressed purpose to keep government out of business, let them do it by specific law, and not by a system

which leaves business in a continual state of uncertainty and alarm. If the combined brains of Congress cannot determine what is best for the country how can they expect one man or three men to do so. It is bad business at best and at its worst is disastrous.

## THE OTHER SIDE

THERE is no reason to believe that *Wallace's Farmer* is the official mouthpiece of the Secretary of Agriculture, but as the present editor of that publication was trained by Secretary Wallace, it is natural to suppose that their sentiments would be similar along most lines. Therefore, in that light, a recent utterance in that journal is of interest. The statement says: "A bill severe enough to cripple the exchanges will only be put through in case the grain trade is foolish enough to arouse the wrath of the country by lobbying the Capper-Tincher Bill to death."

On the other hand if the Tinch Bill had passed in its original form, which was endorsed by Secretary Wallace, the grain exchanges would have had to close and the disaster which would have followed would have aroused the wrath of the country to such an extent that Congress would think twice before again inflicting business with the interfering hand of government bureaucrats. There are two sides to most questions and we fear that Editor Wallace overlooked this one.

## NEW FREIGHT EQUIPMENT

THE grain trade has had plenty of trouble in the past meeting the changes in freight equipment. Cars have grown from 40,000 to 100,000 pounds in capacity, and car dumps in the older plants have become obsolete and useless and much of the other equipment has had to be changed to take care of the increased size in cars. But this has been of secondary importance to the adjustments that have had to be made in contracts and the interpretation of contracts.

Now another change is in prospect. The Virginia Railroad has been experimenting with new cars of 120,000 pounds capacity. To be sure these new cars are all of the gondola type and are designed for hauling coal to the seaboard, but as their construction is such that the weight of the car is only one-fourth of the total loaded weight instead of one-half to one-third as former formulas provided, a decided saving in hauling cost can be affected by the railroad. So if the experiment is a success it will encourage the tendency toward heavier box cars and new adjustments will have to be made in the grain trade.

Troublesome as this variation in equipment has been for grain handling, it is small compared to the difficulties it has made for the feed dealer and manufacturer. Feed is handled for local consumption and is therefore limited in the amount that can be purchased at one time. If car standardization should increase the present average capacity it would entail upon feed manufacturers the necessity of establishing distributing plants in feed consuming centers, from which auto-truck deliveries could be made to elevators and other local distributors. We are inclined to believe that the feed manu-

facturers will come to this plan in any case, for local distributors look kindly on the five-ton shipment which present l.c.l. rates make impossible in most cases. When we look at these problems of the future it is a comfort to think that the U. S. Grain Growers, and not the present grain dealers will have to solve them. This of course will be duck soup for the Committee of Seventeen.

## THE GRAIN GROWERS BIG PLAN

GRAIN dealers throughout the country hold no brief for the grain exchanges. In fact they have held many grievances against them from time to time. But when it comes to a question of putting the exchanges out of business, then the trade is a unit in their support. They know that our grain marketing system is the best that has been devised for any commodity, the most economical, and with a constant competitive market for any amount of grain that might be offered.

The Committee of Seventeen, made up of farmers, politicians and lawyers for the most part, devised a new system of marketing and the U. S. Grain Growers, Inc., was organized to put it into effect. The U. S. G. G. adopted a constitution and by-laws which insures that the officers of the organization will be well taken care of whatever happens. C. H. Gustafson, president, is to receive \$16,000 per year; Frank M. Myers, secretary, is to get \$12,000; Wm. G. Eckhardt, treasurer, \$15,000; Clifford Thorne, general counsel, \$15,000; U. L. Burdick, assistant general counsel, \$7,500; all directors, \$25 per diem; members of Executive Committee, \$25 per diem for 90 days; Leo Moser, director of information, \$6,000; organizers, \$3,600 each.

Farmers will pay \$15 per year for membership dues, so it will take 6,117 members just to pay the officers salaries, not counting the directors or the organizers. The latter are to travel in gangs of 10 and there will probably be many gangs employed at \$36,000 per gang.

Office space has been secured in the Mallers Building, Chicago, for a term of years at \$25,000 per year. These quarters are large enough to house a small army of employees. But a resolution provided that if a salary of \$10,000 was to be paid any employe it must be approved by the Board of Directors. The Executive Committee can employ as many as they like so long as the salary of each is less than \$10,000 per year. In the mean time, to finance the start, the U. S. G. G. proposes to borrow \$1,000,000 on its notes, this money also to come out of the farmers, of course. So much for the finances.

The market plan is based upon contracts between the Grain Growers and local farmers' elevators, and between the local elevators and individual farmers. The latter are bound for five years to market through the organization. They have an option of four plans, to be decided when their grain is delivered: Plan A-1, sell for cash to the local elevator; A-2, consign to U. S. G. G., holding control of time of delivery, shipment and sale; B-1, forming a local pool to be controlled by local pooling committee; B-2, joint pool, including a whole district, controlled by U. S. G. G.

The selling plan divides the country into seven

zones with a general office and several branches in each. New York is Zone 8 and is only used for export trade. In time the organization expects to monopolize the grain business of the country. In the meantime it offers the opportunity for about the biggest graft and the most stupendous losses through inefficiency that the country has ever seen. Needless to say if this competition is not bolstered up by Government aid and legislation, the present exchanges have little to fear.

## EDITORIAL MENTION

The only chance in sight for cheaper coal is in reduced freight charges, and that is uncertain.

Argentina will have 146,918,000 bushels of corn for export this year compared with 237,149,000 bushels last year. From all indications it will be enough.

You may not be contemplating building, but necessary repairs should not be neglected because a few dollars could be saved by delay. Many times a few dollars might be lost through inefficient operation or through leaks in the meantime.

Among the professed objects to be attained by the U. S. Grain Growers, Inc., is the elimination of speculation. If by "speculation" they mean "hedging," the paper of the Farmers Finance Corporation would be worth about 50 cents on the dollar.

There has been considerable complaint of the Federal Reserve Banks in their disposition to curtail credits. Undoubtedly the Federal Reserve Board has too much power in controlling the business of the country, but as yet that power has not been abused.

There will be no general reduction in freight rates at once in spite of wage reductions. The railroads are hard up and cannot pay their bills, and it will take some time to get on their feet. But in the meantime adjustments are taking place and every revision is downward.

It looks as if Montana were going to have a real crop this year. It deserves it. The farmers and ranchers out there have had a succession of years that might well have made Job revise his judgment of things in general. To the credit of the state, its people have never lost faith and we hope it is rewarded this year.

The Minneapolis Chamber of Commerce is fighting the complaint of the Federal Trade Commission relative to charges brought by the St. Paul Grain Exchange. In a motion to dismiss the complaint the Chamber held that the Federal Trade Commission lacked jurisdiction, based on the ground that the act creating the commission is unconstitutional because it attempts to vest the judicial power of the United States in a non-judicial body, in contravention of Article 3, Section 1, of the Constitution and

thereby attempts to set up a procedure calculated to deprive the defendants of property, without due process of law, contrary to amendments of the Constitution. If the Minneapolis Chamber of Commerce can make this motion stick, either with the Commission or through a Federal court by injunction, it will have accomplished something worth while.

Senator Reed of Missouri is a'gin' the Tinscher Bill and the packer control regulation on the ground that bills which delegate to department heads or commissions broad powers to make rules and regulations for any industry are fundamentally wrong. And as usual Senator Reed is not backward about letting his objections be known.

A training school for grain solicitors for the U. S. Grain Growers, Inc., is reported from Fargo, N. D. This would be the last place we should select for such a school for we judged the woods of North Dakota were full of the most thoroughly trained bunk shooters the country has ever known. Why not just send out a call for the experts.

The whole contract of the Wheat Growers Association, which is based on compulsory pooling and ultimate monopoly, and the voluntary pools of the U. S. Grain Growers, Inc., will bear watching, for they may result in the repeal of the Clayton Act. This, of course, is assuming that these organizations are able to function on any considerable scale.

The French cabinet on May 27 authorized the immediate unrestricted importation of wheat into France. If France conformed to the spirit which is prevalent in Central Europe, she would insist that for every bushel of wheat she buys of us, we must buy a bottle of wine from her. No doubt she would furnish a doctor's prescription with each bottle.

The plan of J. F. Bell of the Washburn-Crosby Company, to have county agents and other agencies co-operating with the University of Minnesota tell the people the advantages of milling Canadian wheat in bond for export, was voted against by the University regents, as being out of their province, although a number of the regents approved of the principle involved.

In deciding the North Dakota Grain Grading Law to be in conflict with the U. S. Grain Grades Act and an undue burden on interstate commerce, the U. S. Circuit Court of Appeals for the 8th District, held the Dakota Law to be null and void. This decision, of course, fixes the status of the Circuit Court; it must be a tool of Wall Street. Everybody who opposes the Non-partisan League is, in the minds of the Non-partisan leaders. The decision will be appealed to the Supreme Court.

If farmers knew about and would use the hedging privileges of the grain exchanges there would not be all this fuss about speculation. A farmer can sell his grain for future delivery at harvest time and then market his crop at his convenience. When he sells his actual grain

he can buy back his hedge and be assured of his early harvest price. But to do away with all the fuss we suppose Senator Capper would have to be educated too. Now there is a real job for some ambitious grain man. One co-operative elevator manager tried it, but gave up in despair. Perhaps the Senator doesn't want to be educated.

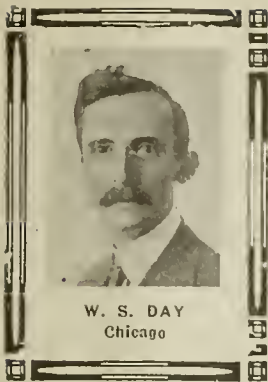
The Grand Forks, N. D., *Herald* is authority for the statement that officials of North Dakota are urging farmers to sell liberty bonds to invest in the industrial bonds of the state. It would be unjust to a great commonwealth to compare its bonds to some blue sky securities which have been offered in exchange for liberty bonds, but N. D. socialistic enterprises are mighty poor security compared with the promise of Uncle Sam.

It will take comparatively little foreign buying to stimulate wheat prices as we will have considerably less wheat to send abroad this year than last. If European conditions continue to improve and one or other of the numerous foreign credit plans meets with success, the consumption abroad will be considerably greater than last year and our wheat is the most easily available. It must not be forgotten, however, that there is a surplus of shipping and boats will be begging for cargoes from Australia, India, Canada and Argentina.

Now that Oakland, Calif., has a terminal elevator, a grain exchange has been organized and will be known as the Oakland Chamber of Commerce, and it is planned to make it "the Chicago of the West." Behind the organization are the California Farm Bureau Federation, the Farm Bureau Exchange; the Farm Bureau Elevator Corporation and the Western Milling Company. We recall that some two or three years ago Grand Forks, N. D., set out to be "the Chicago of the North." But perhaps Oakland will have better success.

Northwestern farmers appear to be greatly disgruntled with Secretary Wallace's wise decision not to disturb the present grades until he has had time to give them personal study. Among the changes advocated was that all foreign material is "dockage," which would do away with "inseparable foreign materials." Evidently these farmers never tried to make flour with wheat which had eight or nine percent of rye mixed with it. But as it is a good chance to play politics Minnesota will probably return to its state grades for the intrastate movement.

The Royal Grain Enquiry Commission of Canada has been holding sessions throughout the West for about a month. Complaints have been heard about excessive dockage and the spread between street and track prices, but grading and weighing under the present system appear satisfactory at country points. The terminal hearings have not been completed. No doubt the whole thing will turn out to be a pleasant western jaunt for the Commission and will have no significance whatsoever, just as so many similar investigations in this country have turned out.



W. S. DAY  
Chicago

# NEWS OF THE TERMINAL MARKETS



E. K. SHEPPERD  
Indianapolis

## ELECTION AT TACOMA

The Merchants Exchange of Tacoma, Wash., held its annual meeting recently electing the following officers: J. S. Heisey, president; C. E. Curran, vice-president; Frank J. Stapleton, secretary and treasurer. Directors chosen are: F. B. Burke, C. E. Curran, J. S. Heisey, Frank J. Stapleton, Henry Foss, and L. L. Knapp.

## OAKLAND PLANS GRAIN EXCHANGE

The Oakland Grain & Produce Exchange, with active membership limited to 50, at price of \$300 each, is now being formed and invites applications for membership. The new body has the full endorsement of the Oakland Chamber of Commerce and many subscriptions have been already received. A large modern terminal elevator is now in active operation with feeder elevators rapidly developing throughout the state. It is said California grain production this year will exceed 30,000,000 bushels.

## GOOD DEMAND FOR CORN

The demand here has been very good for wheat although offerings have been small. Millers are buying sparingly, but shippers are in the market for all kinds.

The demand for corn has been exceedingly good and moderate offerings have been placed every day. Values have declined a little in the past week on account of larger country offerings.

The market for choice oats has been active but low grades are dull.—*E. P. Bacon Company, Milwaukee, Wis. Market Letter of June 13.*

## THE PAST WEEK AT PITTSBURGH

Corn receipts liberal during past week, and values somewhat under western offerings. No satisfactory outlet for corn except in a small way. Nearby western stations offering freely. Buyers appear indifferent and will not purchase on advances.

Very liberal receipts of oats and some accumulations noted. Present grade of oats grading better. Sellers inclined to make concessions to effect sales. Demand poor.

Local supplies of wheat more abundant. Offerings from nearby points on the increase. Growing crop in good condition and early harvest indicated.—*Harper Grain Company, Pittsburgh, Pa. Market Letter of June 13.*

## THE WHEAT SITUATION

July wheat is ruled by the moderate 578,000,000 Winter wheat June 8 report, the trifling 8,300,000 visible, fears of further crop deterioration and theories of large fall exports. May wheat expired at \$1.87—a mighty object lesson. The June 1 total wheat indication of 830 (millions) was 20 to 40 below expectation. The Spring wheat start is small at 251. An 830—an export surplus of 200 is suggested. As old wheat reserves will likely be exhausted July 1—the wheat world reviews a June 1 wheat surplus of 200 as moderate.

The wheat visible of 8,300,000 is a trifle and very small wheat visibles are rarely repaired before August or September. Heavy rains S. W. indicate much of the June 14 to 21 trend will depend on S. W. weather. The supposed 900,000 missing Kansas wheat acres await later U. S. estimates.

The need of a liberal farm grain recompense to help business remains. Otherwise the U. S. trade situation has weakened. Wheat market has been so vigorously thrust into a crop damage period (May 15 to June 10) that wheat sellers are timid. Chance of rail strike looks remote. Public sym-

pathy is opposed. The presence of private Winter wheat crop guesses, low as 558 (millions) must be tabulated. The June 8 report gave Kansas 102, Neb. 40, Tex. 19, Okla. 35 wheat. These figures do not suggest an overwhelming new wheat rush.—*E. W. Wagner & Co., Chicago, Ill. From the Wagner Letter of June 13.*

## ROY ALLISON WINS WITH SCORE OF 85

The Grain Club of the St. Louis Merchants Exchange, St. Louis, Mo., held its annual outing and Golf tournament handicap at the Midland Valley Country Club, June 10. It was an ideal day and every one was in fine fettle for the match. Roy Allison won the cup with a score of 85. The following participated in the tournament with their handicap:

Jim Connor, 11; G. A. Veninga, 25; John Ballard (S); A. C. Harsh (S); Ed. A. Bergs, 5; Geo. Harsh (S); Geo. Ichtertz, 18; C. L. Wright, 8; Ad. Samuel, 15; Art Bernet, 12; C. Bernet, 14; Turner

the war among her own people. British blockade prevented foreign help. General business has hesitated. Washington is trying to solve the problem. If exchange were normal conditions would change. Strikes cannot be a success without public support. Railroad workers will talk and stay on the job. Their leaders will not be foolish. Present administration will not quibble. Wheat crop will be moved.—*C. A. King & Co., Toledo, Ohio. From Special Market Report of June 11.*

## KEEPS ONE HUNDRED PER CENT EFFICIENT

The Seymour-Wood Grain Company of Buffalo, N. Y., is a very busy firm during working hours but finds time for healthful recreation as this article will hereinafter show. It will be remembered the company changed its firm name to the present style about one year ago, from that of J. A. Seymour, Jr. The only change was in name as the present officers have been with the concern for very many years.



PROMINENT GRAIN FIRM ON BUFFALO CORN EXCHANGE

Morton, 13; Perry Smith, 4; F. M. McClelland, 15; Harry Backman, 18; Fred Eaton, 18; Harry Daub, 8; Roy Allison (S); Hugh Harris, 5; Kehlor Carr (S); Harry Holliday, 4; Roger Annan (S); Geo. Powell (S); Chas. Diebel (S); C. O. Lamy, 8; D. J. Canty, 13; Sid Smith, 12; W. B. Christian, 10; Ward Smith, 8; H. Von Rump, 8; A. Thurnau, 13; Jos. Leipman, 13; N. L. Moffitt, 18; Ollie Schwarz, 12.

## DOUBTS RAILROAD STRIKE

July wheat shorts have become nervous over fear of railroad strike July 1. The possibility of a strike is hard to reconcile with present conditions. Railroad workers are not anxious to take a cut in wages. They overlook the fact that war is over. General public is not in the mood to stand a railroad strike. Business has slowed down. Our big manufacturing plants are running at a greatly reduced production. Automobile plants have had a better demand, but it will hardly continue. Price reductions have stimulated a little interest, but it's hard to sell automobiles with general public broke. Country is full of idle workers. Men everywhere are looking for jobs. Our foreign trade shows sharp decrease. Germany is exporting freely. She is underselling our steel mills. Her workers are being paid in paper marks. When she exports products here she is paid in the equivalent of gold. Germany has no large foreign war debts. She financed

These officers are: J. A. Seymour, Jr., president; G. B. Wood, vice president; and A. S. Jackson, secretary. The firm acts as general commission merchants, handling consignments from all the central states and is also agent at Buffalo for Bartlett Frazier Co. of Chicago, the Federal Grain Company of Kansas City, Trans-Mississippi Grain Company of Omaha, Bartlett Frazier Co. at Minneapolis and Duluth, and Paul Kuhn of Terre Haute.

Mr. Seymour has been associated with the Buffalo grain market for upwards of 38 years, and besides being an expert on grain, is a fisherman of renown throughout New York. His friends state that Mr. Seymour knows every trout stream in the state and that when he is seen approaching with line and rod, a fight starts among the fish to see which one beats it to the bait.

G. B. Wood, the vice-president, has been associated with Mr. Seymour for 24 years, coming to the office when a mere lad. He is a motor boat fan and outside of business hours eats and sleeps motor boats. His summer home is on the Canadian side of the river and he motors back and forth from work besides special trips when the opportunity offers.

A. S. Jackson has been with the company for 22 years. He is a Scotchman and his hobby is lawn bowling. He lives at Bridgeburg in Canada on the Niagara river and has an ideal lawn for bowling, as it slopes gradually down to the water. Lawn

bowling is one of the most popular of the Scottish sports, even rivaling golf.

Our illustration shows the members of the firm snapped last week in the home office. They surely look fit both for business and pleasure, and without doubt the splendid reputation the firm enjoys is due to the service they are enabled to maintain through 100 per cent of efficiency.

#### WHEAT SITUATION STRONG

Receipts of both corn and oats were a little heavier during the past week, with values somewhat lower towards the latter part of the week. White corn, however, is not received in sufficient amount to meet the requirements, with the result that the price went to 2-3 cents premium.

The situation on wheat here is very strong, old milling wheat being badly wanted and prices are sensitive to any upturn in futures.

Indications are for slightly higher prices on both corn and oats during the coming week. The conditions in this market depend somewhat on the industrial conditions, the same as in any other market.—*P. M. Gale Grain Company, Indianapolis, Ind. Market Letter week closing June 13.*

#### REVIEW OF PEORIA MARKET

Receipts of corn here for some time past have been light and the demand has been limited. There is only one of our industries running and it has good stocks on hand at the moment. There is practically no shipping demand on account of the fact this market is unable to compete with offerings made by other markets, particularly Chicago, via lake and rail. The country has not been selling freely on the lower market the past few days. We do not look for much change in conditions here until something develops so as to create a better demand.

Receipts of oats have been light of this cereal also, and the demand limited, being confined to a few cars sold to oatmeal mills at nearby points. Country offerings are very small.—*Mueller Grain Company, Peoria, Ill. Market Letter of June 13.*

#### BETTER DEMAND AND BROADER MARKET LOOKED FOR

We have had a very active market here this week, receipts of corn and oats having been the largest in several weeks. These receipts have made out a very active demand, corn being absorbed freely with prices following changes in Chicago market very closely. Oats have been in excellent demand with the result that our spot market has gained 2 cents on the July option during the week. There is a better demand for oats in the eastern territory than we have witnessed in a long time. In fact the consuming territory east of Buffalo is going to be away short of home grown feedstuffs this year which will result in a much better demand and a broader market here than has been the case the past year.

Our wheat market has been very erratic, holding very strong some days when millers wanted a few cars for immediate requirements and correspondingly weak when they withdrew. This condition will no doubt obtain until the new crop moves in large enough volume to steady the market.—*J. G. McKillen, Inc., Buffalo, N. Y. Market Letter of week ending June 13.*

#### CONDITIONS AT ST. LOUIS

Our market during the past week has been more or less demoralized on account of the excitement in the July option on wheat, cash prices ranging all the way from \$1.55 to \$1.70 for choice grades of wheat, but the trade are only buying as they absolutely need it. Wild fluctuations have had a tendency to keep buyers out of the market. Exporters have also cut their bids on the new wheat crop to several cents below the option, so it is pretty hard to work the new crop on the basis of the July option. It is our opinion, from all advices we are able to get, that July wheat will work considerably lower.

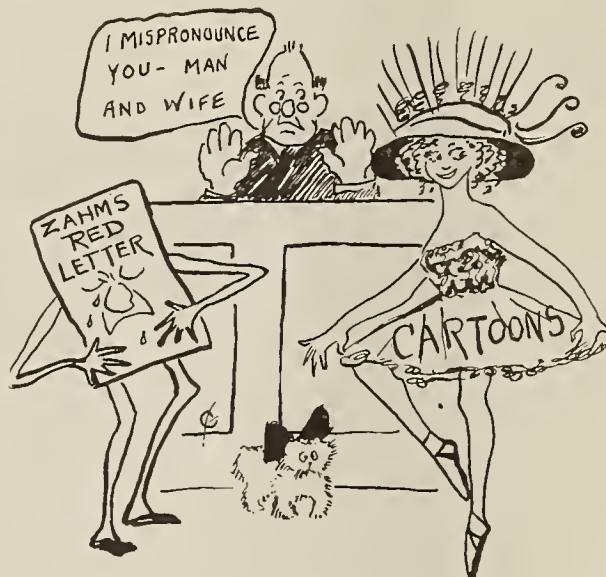
Our corn market has been out of line with other markets for the last week or 10 days and it will

probably be next week before we get fully lined up. The demand for corn has not been very good at all today. A sharp demand sprung up for White corn and worked our premium about 1 cent over the Yellow. Any further advance in the option would cause considerable buying of this cash corn, but dealers have been holding off on account of the weak condition of the option for some time. Receipts have been fairly liberal, but old contracts running to this market are getting pretty well cleaned up and we look for lighter receipts next week. We are inclined to feel friendly to corn.

Good demand for oats at all times and all offerings are quickly taken. While the stocks are large in Chicago, the stocks elsewhere are not at all burdensome. Interior stocks particularly are very light and dealers have been buying in a hand to mouth way. They have to come in and buy up so much each day. We look for oats to work a little better.—*Elmore-Schulz Grain Company, St. Louis, Mo. Letter of week ending June 13.*

#### WELL KNOWN HYMENEAL ALTAR WRECKED

It's a sad story mates; sadder than any ever told by Plautus or by Terrance, who excelled in telling stories dire. We bring a mournful tale of such deep melancholy portent that poignant grief, like a poison pointed arrow or a sharp fanged vindictive story from a venom-tongued virago, is likely to pierce the heart and carry death with it. After 30



WEDDING BELLS OUT OF TUNE

years of lawful wedlock, of mutual love and ideal companionship, Hiram Red Letter of J. F. Zahm & Co's., office at Toledo, Ohio, and Mrs. Hiram, nee Cartoon, have become estranged, disjointed, separated from bed and board. As the fathers of old would have said, "their warfare is accomplished." The tragedy is set forth and acknowledged by Hiram Red Letter himself in issue of June 7.

Miss Cartoon was from one of the oldest and most aristocratic families in Toledo. She was a sprightly miss, beautiful as the dawn and clever as a fairy godmother. Hiram Red Letter in those days was a lusty youth just entering into manhood. He had a brow like Mars and a form like Apollo. Everybody said he had a great future before him so it was not unnatural that when he proposed an alliance to little Miss Cartoon, she went to it like a movie star to a million dollar contract. When they were married the bells rang and the merry went round, and J. F. Zahm & Co., the godparents, congratulated themselves on consummating a good deal, for they it was who promoted, or we might say, engineered the wedding.

Miss Cartoon brought to Hiram Red Letter a dowry of superior intelligence, a peculiar quality of mind for divining the future and an ability for depicting in pictures, current phases of the market, that was most helpful to Hiram in his business service. Now, the contract's canceled, the golden cord is broken and Eros is in the rear alley salving his wounds.

The causes of the estrangement have not come to hand so that we are unable to give any of the facts leading up to the divorce. Perhaps Bill Cummings flirted with Mrs. Hiram so greatly as to make Hiram jealous. It was stated in the bill of particulars that

Bill once took her to lunch but this was never confirmed. We have no interest in the matter, whatsoever, save that setting forth the facts to the grain trade in all truth. We believe, perhaps, that little Miss Cartoon was more sinned against than sinning. Anyway, we like her looks. If some kind friend who knows her present address will ask her to drop us a line, we will consider it a favor. We know where she can form a new alliance and no questions asked.

#### NO REAL ECONOMIC SERVICE

In our opinion private wires in the agricultural districts perform no real economic service in the grain trade. That has been our position for years. It is no secret. We are satisfied that their activities are the fundamental basis for most of the prejudice that has prompted the pending legislation against the large grain exchanges. Recently, professedly friendly interests have endeavored to "camouflage" the pernicious influences of these country wire offices (often designated "bucket shops") by pushing to the front the theory of over-trading by big interests, or individuals. If the theory of over-trading is correct, then that criticism can be more emphatically charged upon the patrons of these country wire offices in the agricultural districts, where too many of those engaged in speculative ventures are wholly incompetent, financially and otherwise. Some interior dealers may hold to the theory that market quotations so frequently and officiously provided are beneficial to their business. We contend that the results of these and of the so-called news, supplied so persistently, has cost many times the price at which ample and reliable market information could be obtained through regular public channels.—*Pope & Eckhardt Company, Chicago, Ill. From recent Market Letter.*

#### A GROWING GRAIN EXCHANGE

The Fort Worth Grain and Cotton Exchange, which is made up of the majority of brokers and dealers in grain and cotton of that city, was organized directly after the antifuture law was passed in Texas, abolishing the warehouses and the private wire service. The law was aimed at the bucket shops. The exchange was necessary for the spot grain and spot cotton dealers. It was necessary to disseminate information. Upon the blackboard of the exchange are registered the fluctuations of the grain and cotton market as soon as they prevail.

The exchange, which is really the pulse of the grain industry of the Southwest, is now in its fourteenth year, having been organized in June of 1907. It was then supported by pro rata contributions, and was composed of a handful of members. It is today supported by annual dues of \$100, and has a membership of 86. The value of a seat on the exchange has increased from \$100 to \$500.

In 1907 when the exchange was organized, one elevator and two mills were at Fort Worth. Today, actively engaged in the grain and milling business there, are five flour mills, nine elevators and 22 track and transit dealers and brokers.

In 1907 there were approximately 400,000 bushels, constituting the annual volume of grain for these places. The capacity this year is 4,500,000 bushels.

The volume of business aggregated by these in 1920 was \$183,959,940. This does not include the business done by the brokers with concerns outside of Fort Worth.

Fort Worth became a leader in the grain industry of the Southwest about 22 years ago, owing to the geographical location in the immense grain region thereabouts.

Fort Worth became the gateway for the traffic west of the Mississippi and east of the Rocky Mountains destined to points in Texas, for export to Mexico, through ports of Galveston, Texas City, Port Arthur and also in many cases for the port of New Orleans.

A few years after the exchange was organized the members adopted the grain inspection department, which today is rated as one of the best in the Southwest. This department superseded the inspection work, conducted after a fashion by the

old Board of Trade in Fort Worth. At its inception the grain inspection department had two inspectors. This department has grown with the exchange until today it has a chief inspector, an assistant and two samplers permanently, while during the busy season it has as many as eight.

As an indication of the business done by the grain members of the exchange, this department inspected something like 13,850 cars of grain last year, which is an approximate representation of the grain sold by the members through Fort Worth. The number of cars inspected in 1907 was about 6,000.

V. L. Nigh is the chief inspector and L. M. Clark, assistant. Certificates are issued by this office specifying the grades and values of grain after inspection. Wheat, corn and oats form about four-fifths of the grain sold there.

The Department of Agriculture also maintains a grain supervisor at Fort Worth, whose supervisory duties extend to Waco, Dallas, Sherman and Wichita Falls district.

S. P. Spears, the supervisor there, was appointed to the position in 1919. He came from Kansas City, where he had been in the State Grain Inspection Department for nine years. G. W. Griffin, assistant supervisor, has been actively connected with the mills and elevators at Ft. Worth for the past 16 years.

## TERMINAL NOTES

The Armour Grain Company of Minneapolis, Minn., has moved its offices from the old to the new Chamber of Commerce Building.

H. H. Langenberg of Langenberg Bros. Grain Company of St. Louis, Mo., was a recent visitor on a number of eastern grain exchanges.

F. C. Vincent of the Simonds-Shields-Lonsdale Grain Company, Kansas City, Mo., recently returned from a three months' trip to Europe.

Harry J. Baltz of the Elmore-Schultz Grain Company of St. Louis, Mo., recently applied for membership in the St. Louis Merchants Exchange.

B. R. Coomer has opened an office at Memphis, Tenn., and will buy and sell grain and grain products for distribution to the East and Southeast.

P. H. Vandiver, formerly associated with the Stowers Grain Company, has engaged in the grain business at Oklahoma City, Okla., on his own account.

F. A. Derby of the Derby Grain Company, Topeka, Kan., has gone to Edinburgh, Scotland, as an American delegate to the International Convention of Rotarians.

E. Steen & Bro., grain and hay merchants of Baltimore, Md., are contemplating remodeling their private elevator and warehouse at Warner Street on the river front.

J. M. Hackler, manager of the Milwaukee office of Updike Grain Company, has planned to leave for Omaha, where he will be connected with N. B. Updike Company.

Chas. F. Coughlin, recently with the Buerger Commission Company of Milwaukee, Wis., has been appointed manager of the consignment department of the Riebs Company.

Raymond A. Gerstenberg, son of Adolph Gerstenberg of Gerstenberg & Co., of Chicago, Ill., was married June 1, to Miss Ruth Morine. They spent their honeymoon in Colorado.

Bell & Goodrich have engaged in the grain brokerage business at Seattle, Wash. A. J. Bell and H. H. Goodrich were formerly connected with the Albers Bros. Milling Company.

H. C. Carson & Co., of Detroit, Mich., have started a movement for the construction of 2,500,000-bushel grain elevator at that point. Stock in the company is being sold at Detroit and at points in Michigan.

Harry A. Plumb, secretary of the Milwaukee Chamber of Commerce, has just issued his Sixty-third Annual Report. It is a very comprehensive volume of the trade and commerce of the city of Milwaukee for the year ending December 31, 1920, and fiscal year of the Chamber of Commerce ending

April 4, 1921. The amount of flour manufactured in 1920 totaled 500,172 barrels; grain received amounted to 56,270,691 bushels and grain shipped by lake aggregated 11,516,584 bushels.

Emerson V. Clarke, export manager for John T. Fahey & Co., grain receivers and exporters of Baltimore, Md., has been posted for membership in the Baltimore Chamber of Commerce.

The J. W. Rice Grain Company has been formed to engage in the grain business at Milwaukee, Wis. Mr. Rice was for several years connected with the Updike Grain Company at Milwaukee.

Harry S. Klein, who represented at Chicago, Taylor & Bournique Company of Milwaukee, Wis., has formed a connection with Bartlett Frazier Co., and will manage its cash grain department.

G. Stewart Henderson, traffic manager of the Baltimore Chamber of Commerce, represented that organization at the annual meeting of the National Industrial Traffic League held at Cleveland.

The Rutledge Grain Company has withdrawn from the Oklahoma City Board of Trade, Oklahoma City, Okla., and its membership has been taken by the National Grain Company, a new organization, recently incorporated.

Charles S. Custer, manager of the Cincinnati office of the Cleveland Grain Company of Cleveland, Ohio, has resigned that position to become a partner in the Currus Grain Company established a short time ago by Frank Currus.

Colonel Harry C. Jones, head of the grain exporting firm of H. C. Jones & Co., Inc., of Baltimore, Md., was recently appointed by the Mayor of Baltimore, a member of the City Service Commission and his appointment was promptly confirmed by the Second Branch City Council.

The Kelso-Kauth Grain Company, Inc., capital \$100,000 and debt limit of \$250,000, will manufacture grain and cereal products and handle farm products. Headquarters are in Minneapolis, Minn. J. P. Kelso is president; L. K. Kelso, vice-president; and E. M. Kauth, secretary and treasurer.

The Big Four Elevator and the Urmston Grain Company of Indianapolis, Ind., have been consolidated into one organization and will hereafter be conducted as the Urmston Elevator Company. The only change is in the name of the two companies as the ownership and management remain the same as heretofore.

H. D. Richeson, vice-president and secretary of the Armour Grain Company of Chicago, Ill., and for many years associated with the firm, will retire from the company on July 1, and make his home in Colorado Springs, Colo., to be with Mrs. Richeson, who went there a number of years ago for her health.

H. A. Von Rump, for several years past, president and manager of the Turner Grain Company of St. Louis, Mo., has engaged in the grain business on his own account. The new firm will be known as the Von Rump Grain Company, and Mr. Von Rump will have as associates, O. H. Schwartz and C. W. Outhier, both of whom were with the old firm. The company will have its offices in Room 416 of the Merchants' Exchange Building.

The St. Louis Merchants Exchange, St. Louis, Mo., have formed a baseball league among the members on 'Change. They play two games a week during the season, starting May 24. President N. L. Moffitt, pitched the first ball at the opening game with Roy Carter behind the bat. There are three teams comprising the league: the hay men, grain men and pit men. The first game was between the hay men and grain men, the former winning by a score of 15 to 14. Walter Toberman, manager of the hay team, cashed in, as he bet a bale of hay against a barrel of Royal Patent Flour with Ed Stanard that the hay men would win.

Proceedings in bankruptcy against E. B. Conover, head of the E. B. Conover Grain Company of Springfield and Peoria, Ill., were filed in the Federal Court at Springfield, on June 6, by the Springfield Marine Bank. E. B. Conover has called upon his brother, Geo. B. Conover, head of the American Grain Company, to take charge of the concern

pending settlement. He is said to have pledged all his personal assets to a reorganization scheme. These include a 522 acre farm in Cass County, the Conover-McHenry Elevator at Peoria, and the country elevators of the company at Dawson, Bradford, Mount Fletcher, Elkhart and Kilbourne, together with his home in Springfield.

An important transaction on the Buffalo grain market, Buffalo, N. Y., was consummated June 8, when Nisbet Grammer, president of the Eastern Grain Mill & Elevator Corporation, took over the property of the Mutual Terminal Company consisting of Mutual Elevator and Warehouse, and land and tracks of the Island Railroad Company. Title to the property is taken in the name of a new firm known as the Island Warehouse Corporation which has incorporated with Nisbet Grammer, president; J. J. Rammacher, vice-president and Edwin T. Douglas, vice-president and secretary. The company will control elevators with a total capacity of 8,000,000 bushels. These are: Concrete-Central, 4,500,000 bushels; Iron Elevators, 500,000 bushels; Mutual Elevators, 3,000,000 bushels.

The American Grain & Feed Corporation was formed June 1, at Buffalo, N. Y., to enter into the grain, feed and milling trade. Officers are Behrend J. Burns, president; J. Ray Totten, vice-president; Russell D. Ward, secretary and treasurer. President Burns has had a wide experience in every branch of the grain and feed business covering a period of 25 years. J. Ray Totten has until recently been in the flour milling trade while secretary Ward has also had quite a wide experience in the grain and feed business and until recently was in charge of the domestic sales of linseed meal for Spencer Kellogg & Sons at Buffalo. The company has preferred stock totalling \$500,000 and 5,000 shares of common stock of no par value. Offices are in the Chamber of Commerce Building.

## CREDIT AND WAREHOUSE CONFERENCE

Secretary of Agriculture Wallace and Secretary Hoover called a conference at Washington on June 13 to consider extension of farmers' credit and improvement in the grain warehousing system. It is hoped to evolve a plan by which unlimited storage facilities may be given to the farmer and which will make his warehouse receipt easily negotiable.

The system of local elevators and warehouses of small capacity, relying upon immediate dispatch to the larger capacity terminal elevators, makes it impossible for the local elevator to give long storage of grain in any quantity. Owing to this situation, if the farmer wishes to retain his grain until more favorable marketing conditions, he must hold it at the farm, then he must borrow money from his local bank, where the credit relation is a personal one and is limited by the ability and consideration of the local banker. In turn, the ability of the local banker to extend credit is greatly limited by its ratio to the Federal Reserve system. The proposal is therefore:

(a) That the country elevator should receive all grain offered for storage, and issue a certificate as to quantity, grade and quality, also showing on its face the rate of charge for warehousing, storage and insurance against fire and other risks.

(b) That the country elevator should have the right to ship grain to the natural terminal elevator and upon presentation of the certificate deliver grain of the same or higher grade at the terminal, with proper reflection of freight charges. If the grain had moved into a terminal elevator, the charges for freight and handling, together with accumulated storage and insurance, would be deducted from the sale value.

(c) That the storage certificate should be safeguarded by a method of insurance by the liability companies.

(d) As there must be an absolute settlement between the country elevator and the farmer as to quantity, grade and quality, there must be some ready method of appeal in case of disagreement. This might be arranged by farmers and country elevator operators agreeing to abide by a determination of samples made by some nearby authority such as the grade supervisor of the Department of Agriculture. Experience with millions of transactions under the Grain Corporation during the war showed that such disagreements are extremely rare and do not entail many appeals.

## A Report on Elevator Profits

### Federal Trade Commission Publishes a Preliminary Survey of Profits of Terminal and Country Grain Elevators

THE following preliminary report on the profits of terminal and country grain elevators was transmitted to the Congress of the United States by the Federal Trade Commission.

In view of the present bills before Congress with reference to the regulation of the grain trade, and of the present wide public interest in the problem of grain marketing, the Commission makes this special report covering the operating results of a number of elevators in the principal terminal markets and a much larger number of country elevators located in the principal grain producing states. These data were collected in the course of the Commission's grain trade inquiry and are submitted in advance of the publication of the full report.

#### TERMINAL ELEVATORS

##### Rate of Return on Total Investment (including borrowed funds)

Consolidated results of terminal elevator companies in Kansas City, St. Louis, Minneapolis and Duluth, are shown for 10 companies for six years (1912-13 to 1916-17 and 1919-20); for 12 companies for four of these years (all except 1912-13 and 1913-14); for 13 companies for two years (1916-17 and 1919-20). Consolidated results for the crop year 1919-20 are also shown for 14 companies in the foregoing four markets and for seven companies in Chicago.

Since the results for the 10 terminal elevator companies run through the entire six years and do not differ appreciably from those of the larger groups in any year, except 1919-20, this statement summarizes the results for the 10 companies group, as typical in general, but points out particular instances in which the other groups show different results.

The rate of return on total investment, including borrowed funds, for the 10 companies group was lowest in 1913-14, when it averaged 8.78 per cent and highest in 1914-15 when it averaged 20.19 per cent. The next highest year was 1917 (not quite 15 per cent) and the return in the other three years was between 11 per cent and 13 per cent. For the larger groups the highest rate, outside of the year 1914-15, was 15.64 per cent in 1916-17.

##### Rate of Return on Investment Excluding Borrowed Funds

As much of the grain business is done on borrowed capital, the rate of return on the investment excluding borrowed funds is much higher than when such funds are included. However, the years of highest and lowest return are the same (1913-14 respectively) whichever basis is considered. The return of 41.68 per cent in 1914-15 was exceptional, for the next highest year was about 25 per cent (1912-13). For the other groups the extreme range was from 19 per cent to about 41 per cent, but except for these extreme years the returns ranged between 22 and 28 per cent. Thus, in 1919-20 the 21 companies including the seven Chicago concerns showed a rate of return on the total investment, excluding borrowed funds, amounting to 28.40 per cent.

##### Gross Profits Per Bushel Excluding Hedging

The gross profits of the 10-company group of terminal elevators excluding hedging gains or losses, were highest in the crop year 1916-17 when they averaged 20.12 cents per bushel and lowest in 1913-14 when they averaged only 1.9 cents. For all the larger groups of companies the gross profit per bushel excluding hedges were also within this range in every year.

##### Gross Profits per Bushel, Including Hedging

The gross profit per bushel, including hedging gains or losses, for the 10-company group were highest in 1919-20, in which year they averaged 7.45 cents per bushel, and lowest in 1915-16, when they amounted to 2.54 cents per bushel. Though, as shown above, there was a gross profit, excluding

hedges, in 1916-17, the extremely heavy hedging losses per bushel sustained in that year reduced the gross profit. Hence 1916-17, when hedging losses and gains are included, did not show as high gross profits at 1919-20. The gross profits per bushel, including hedging gains or losses, for all the groups larger than the 10-company group under discussion, were in every year within the range shown above for the 10-company group, except that in 1919-20 the 12-company group showed a per bushel figure of 7.51 cents, slightly higher than that of 7.45 for the 10-company group in the same year.

##### Profit per Bushel Before Deducting General Administrative and Selling Expenses

It was found impossible to allocate general administrative and selling expenses as between grain sales and other business. It was possible, however, to separate elevator operating expense, and in consequence to show the elevator operating profit per bushel before deducting general administrative and selling expense.

The average elevator operating profit per bushel, before deducting general administrative and selling expense, for the 10 terminal companies in the six years under examination, ranged from 1.79 cents in 1915-16 to 5.48 cents in 1914-15. For all of the larger groups of companies in each year the operating profit per bushel before deduction of general administrative and selling expenses was within this range, except for the 12-company group in 1919-20 and 1915-16. In 1920 the 12-company group showed a rate of profit of 5.5 cents per bushel and in 1915-16 a rate per bushel of 1.74 cents.

Attention is again directed to the fact that these figures are not those of net operating profit per bushel, but only the profit after deducting elevator operating expense and before the deduction of general administrative and selling expenses. The deduction of these latter, could they be allocated, would necessarily make the net profit per bushel somewhat smaller.

#### COUNTRY ELEVATORS

##### Rate of Return on Investment

In this preliminary report country elevator operating results are presented in types for the three years, 1915-16, 1916-17 and 1919-20. In order that some information may also be given for different localities, operating results are presented by states for non-line country elevators for 1919-20. The line elevator results which cannot be shown by states are for companies whose elevators are located within the states of Minnesota, North and South Dakota and Montana (with the exception of a few houses).

The rate of return on investment, including borrowed funds, of country elevators of all types averaged in 1915-16, for 967 elevators, 15.87 per cent; in 1916-17, for 1,271 elevators, 24.57 per cent; and in 1919-20, for 1,091 elevators, 18.80 per cent. The rate of return on the investment, excluding borrowed funds, averaged for the respective years somewhat higher; namely, 20.37 per cent in 1915-16, 32.33 per cent in 1916-17 and 25.33 per cent in 1919-20. The highest rates of return on investment, including borrowed funds, were shown in each year by co-operative elevators paying patronage dividends, 31.78 per cent in 1915-16, 38.97 in 1916-17 and 26.32 per cent in 1919-20, and the lowest in every year by the lines, namely, 11.66 per cent, 15.82 per cent and 12.86 per cent, respectively. The independents and the co-operatives not paying patronage dividends occupied an approximately intermediate position between the foregoing types. Similarly, the highest rates of return on investment, excluding borrowed funds, were made by co-operatives paying patronage dividends in each of the three years in question, i. e., 42.21 per cent in 1915-16, 58.13 per cent in 1916-17, 39.03 per cent in 1919-20, and the lowest by the lines, namely, 15.57, 20.80 and 18.15 per cent, respectively. The independents and co-operatives not paying patronage

dividends again occupied an intermediate position between the other two types.

##### Gross Profits per Bushel

The gross profits per bushel, excluding hedging loss or gain, for country elevators of all types in the three years for which results are presented were highest in 1919-20, when they averaged 8.34 cents. In 1915-16 they averaged 3.53 cents per bushel and in 1916-17, 6.78 cents. Including hedging loss or gain, the gross profit averaged 8.05 cents per bushel in 1919-20, 3.55 in 1915-1916 and 6.03 in 1916-17. As between types, the gross profits per bushel, excluding hedging loss or gain, were highest in each of the three years for the line companies, averaging 4.16 cents per bushel in 1915-16, 13.51 cents in 1916-17 and 13.80 cents in 1919-20, and lowest in each of the three years for co-operatives not paying patronage dividends, namely 2.22 cents per bushel in 1915-16, 4.23 cents in 1916-17 and 5.77 in 1919-20. Independent elevators and those paying co-operative dividends occupied an intermediate position between these two groups in each year.

Gross profits per bushel, including hedging loss or gain, as between types presented similar relationship. These profits were highest for the lines in each of the three years, namely 4.13 in 1915-16, 9.63 in 1916-17, 12.27 in 1919-20. They were lowest for co-operative elevators not paying patronage dividends in all three years, namely 2.26 cents per bushel in 1915-16, 4.16 in 1916-17 and 5.75 in 1919-20. It was impossible to obtain the net profit per bushel, because the various items could not be distributed between grain and other operating income.

#### NON-LINE COUNTRY ELEVATORS

##### Rate of Return and Gross Profit by States, 1919-20

There is shown a great variation by states, both in the average rate of return and in the gross profits per bushel, for non-line country elevators. Line results cannot be shown by states, because the line companies from which results were obtained operated in several states. The average rate of return in investment, including borrowed funds, in 1919-20 ranged from 15.52 per cent for 13 Montana non-line elevators to 41.93 per cent for eight Oklahoma elevators. The rate of return on investment, including borrowed funds, for the entire 526 reporting non-line elevators, however, was 22.43 per cent. The average rates of return on investment, excluding borrowed funds, ranged from 20.29 per cent for 15 Indiana elevators to 57.65 per cent for eight elevators in Oklahoma. The average rate of return on the investment, excluding borrowed funds, for the entire 526 non-line elevators, was 29.26 per cent.

Gross profits per bushel, excluding hedging gain and loss, ranged from 3.55 cents per bushel for 49 Iowa elevators to 15.59 cents for 13 Montana houses; the average of the 526 elevators being 6.97 cents. Gross profits, including hedging gain or loss, ranged from 3.52 cents for the 49 Iowa houses to 14.70 cents for the 13 in Montana, the average for all states reporting being 6.99 cents.

#### CANADIAN TARIFF ON GRAIN

The Canadian tariff on importation of wheat and flour automatically became effective with the operation of the United States emergency tariff bill, Sir Henry Drayton, Minister of Finance, stated in the House of Commons.

He explained there were items in the current Canadian tariff which became active when other countries imposed a tariff on certain Canadian products. As long as Canadian wheat and flour were on the American free list, he said, Canada also had treated these commodities likewise.

The subject was brought up by Rodolphe Lemieux. He told the House the Collector of Customs in Montreal had been ordered to collect a duty of 12 cents a bushel on wheat, 50 cents a barrel on wheat flour, 20 cents on potatoes and 30 per cent on dry or desiccated potatoes imported from the United States. He asked if this provision had been made through an order in council, which brought Sir Henry Drayton's explanation to the House.

# TRADE NOTES

Colonel W. L. Barnum, one of the organizers of the Millers National Insurance Company, and secretary of the company for about 30 years, died May 28, at his home in the Lakota Hotel, Chicago. He was in his ninety-second year. His body was taken to Springfield, Ill., for burial.

The Wolf Company of Chambersburg, Pa., has engaged C. J. Groat as its western representative with offices in the Lewis Building, Portland, Ore. Mr. Groat is known as one of the best grain elevator and flour mill machinery men in that territory and will handle exclusively the full line of Wolf machines.

Franklin P. Mann, president of the Milwaukee Bag Company of Milwaukee, Wis., died at his home in that city on June 2, of pneumonia after an illness of 10 days. He was 61 years of age and had been connected with the Milwaukee Bag Company since 1888, when he and his brother bought the business. He became president of the company in 1901, and had filled the position since that time.

Buckley Bros., of Louisville, Ky., have just issued a catalog illustrating and describing their new Buckley Grinder, a machine for grinding all kinds of cereals and by-products of grain elevators and flour mills. In designing the Buckley, the company had two primary purposes: First, to build a small machine that could be operated with little power; and second, to build a machine that could be sold at a price within the means of the small as well as the large grain elevator and mill owner. A copy of the catalog will be mailed free on request.

A number of leading grain elevator machinery houses, grain cleaner manufacturers, and general supply firms were represented at the meeting of the Association of Operative Millers held at Buffalo, N. Y., the week of June 6. They included, Weller Manufacturing Company, Chicago, Ill.; S. Howes Company, Silver Creek, N. Y.; The Wolf Company, Chambersburg, Pa.; Sprout, Waldron & Co., Muncy, Pa.; Huntley Manufacturing Company of Silver Creek, N. Y.; Invincible Grain Cleaner Company of Silver Creek, N. Y.; Buckley Bros. of Louisville, Ky.; and Nordyke & Marmon Company, Indianapolis, Ind.

The Engineering Advertisers' Association of Chicago convened in the Fraternity Room of the Great Northern Hotel, on June 7, at 8 p. m., for its last meeting prior to summer adjournment. The meeting was announced as Executives' Night, and the association was most fortunate in securing Charles Piez as a speaker. Mr. Piez is president of the Link-Belt Company, and is nationally known as director-general of the United States Shipping Board Emergency Fleet Corporation during the late war. Mr. Piez addressed the gathering on "Advertising and Selling from an Executive Viewpoint." His talk on this subject was most interesting and was welcomed by the members of the Association and their guests, as the thoughts of an executive whose contact with national business gave him the right to speak from a broad experience.

The appearance of *Webster Method*, published by the Webster Manufacturing Company of Chicago, Ill., is an event of importance to all grain and coal handling interests everywhere and to power users generally. A copy of the current issue has just arrived and is unusually attractive from the illustrators, the printers and the publishers standpoint. An article of special interest to the grain trade describes the Conover-McHenry Elevator at Peoria, Ill., with particular emphasis on the conveying and power transmission problems. The magazine is profusely illustrated with conveying machinery which will meet every requirement of the trade.

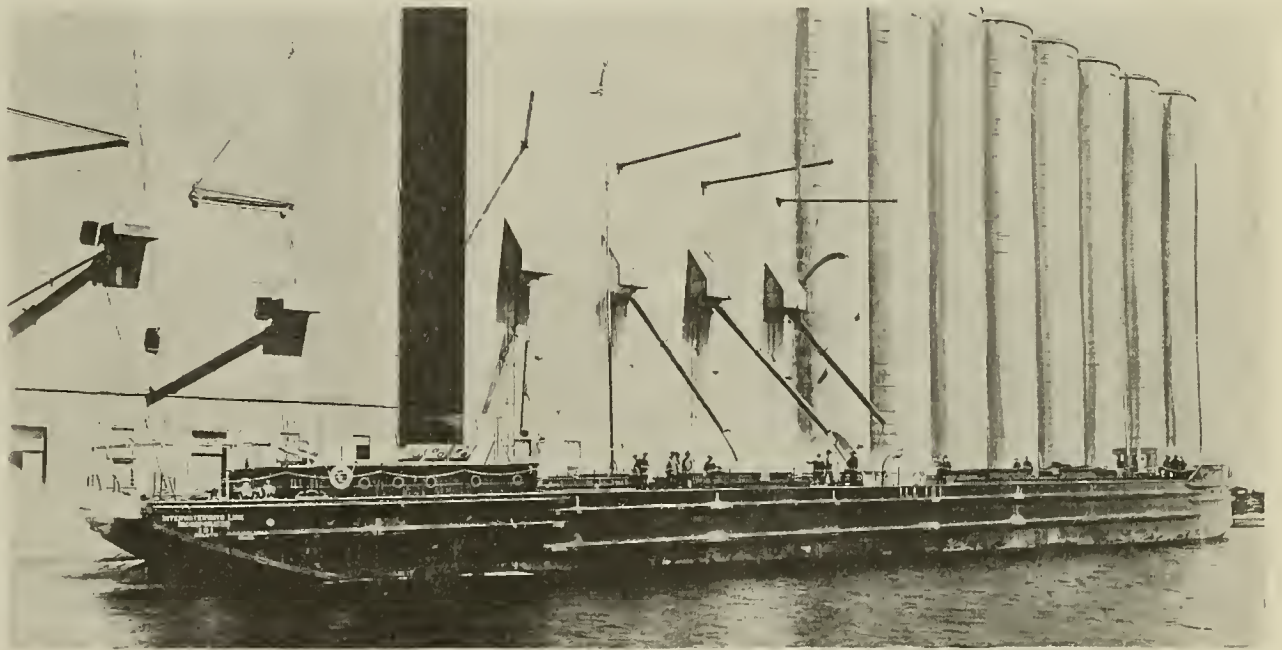
The Weller Manufacturing Company of Chicago, Ill., has just issued bulletin No. 109, a revised price list on chain and sprockets as a supplement to

catalog No. 30. Over 30 pages are required for this list, which is illustrated and printed with the same regard to detail that marks all Waller literature. All grain dealers not possessing it are invited to send for the bulletin for ready reference.

## NEW ERA IN SHIPMENT OF GRAIN

BY ELMER M. HILL

Arrival in Buffalo of Motorship No. 101 marks a new era in the shipment of grain from the Middle West and the Atlantic Seaboard. The ship is the first of a fleet of five oil-burning steel boats built by the Interwaterways Line, Inc., of New York, to ply between Duluth and upper lake ports and New York City, by way of Buffalo, the New York State Barge Canal and the Hudson River. The arrival of the boat at Buffalo with 83,000 bushels of oats consigned to New York from Duluth marks a new epoch in lake shipping, for heretofore all grain shipped down the lakes consigned to the At-



MOTORSHIP AT BUFFALO ELEVATOR RECEIVING ADDITIONAL GRAIN

lantic Seaboard and other points in the East has had to be elevated in Buffalo and reloaded in cars or slow moving canal boats.

The giant motorship is 245 feet long, with a beam of 36 feet, and measures 14 feet from deck to keel. With its load of 83,000 bushels of oats, the craft draws only eight feet of water. On the canal, which has a draft of 12 feet, it will be possible to handle even larger loads. The vessel has seven holds and is driven by twin semi-Diesel oil engines, capable of a speed of eight miles an hour. The motorship cost upwards of \$200,000.

Other boats in the fleet to be operated by the new corporation will start on their first trip down the lakes within the next month or six weeks, and thereafter they will operate on a regular schedule between Duluth, Superior, Fort William or Port Arthur at the head of Lake Superior to New York and points on the eastern seaboard, carrying grain on the down-bound trip and packet freight or other merchandise on the return trip. It also is planned to operate at least one of the boats between Chicago and New York.

The picture shows Motorship 101, the first of the fleet, taking on an additional cargo of grain at a Buffalo terminal elevator for New York. The success of the new undertaking is being watched with keen interest by grain shippers and vessel owners. If it is proved beyond any possibility of doubt that grain cargoes can easily and quickly be loaded at Duluth and discharged at New York or other Atlantic Seaboard points without changing bulk, it is generally believed that the type of grain carriers now operating on the lakes will be materially changed and that the New York State Barge

Canal, recently enlarged at a cost of almost \$150,000,000, will be used by grain carriers without elevating their cargoes at Buffalo.

Such a condition would be a severe blow to the big terminal elevators at Buffalo, for there would be no necessity for breaking bulk at that port, and it would increase the demand for grain elevators at New York and points along the Atlantic Coast. It also is an effective argument for the immediate construction by the state of a state-owned elevator at New York, which has been under consideration for some years.

Proponents of the lakes-to-sea project by way of the St. Lawrence River have used the argument that grain loaded on the upper lakes could be shipped to Montreal for transshipment across the Atlantic without changing bulk except at the seaport. Arrival of the big motorship carrying grain from Duluth to New York is a most effective argument against the construction of such a channel by the United States in co-operation with the Dominion of Canada. It is figured that such an undertaking would cost the Government of the United States hundreds of millions and would be a severe blow to the port of Buffalo and New York as grain shipping centers.

A. Miller MacDougall, vice-president of the company operating the fleet of power ships, and designer of the draft, was in Buffalo to meet the

boat upon its arrival from Duluth. His father, Captain MacDougall, a noted figure on the Great Lakes for many years, will be recalled by older grain men as the inventor of the "whaleback" type of grain carrier which has hauled so many million bushels of grain down the lakes in yesteryear. Most of these boats now have been transferred from the lakes to the Atlantic coastwise shipping trade.

Governor Nathan L. Miller of New York State was in Buffalo when the motorship and her grain cargo arrived at the new State Barge Canal Terminal. He declared that the construction of this type of power-driven lakes-canal boat means much for the western grain interests because of the big saving which will be effected in the movement of grains from terminal elevators on the upper lakes to the Atlantic Seaboard and to all points east of Buffalo.

## CURIOUS FIRE

It is the unexpected that happens, in fires as in other happenings. The secretary of the Grain Dealers' Fire Insurance Company tells of a case in point. A hopper scale that had never been loaded heavier than 40,000 pounds had 50,000 pounds placed in it one day during the busy season. A result of the unusual weight was to spring a bin so that the rope drive was brought in contact with it and the friction of the drive on the bin started a fire that destroyed the plant. Incidents of this kind cannot always be prevented; but they teach that even the greatest precautions cannot take the place of constant vigilance.

## The Attack and the Motive

How "The Plan" links up with the Present Legislative Attacks on the Grain Exchanges and Future Trading—Vicious Provisions in the Farmers Contract

By L. L. WINTERS\*

THE grain exchanges of this country and the present grain marketing system have been called upon to meet a vicious attack by the so called Committee of Seventeen, backed by the American Farm Bureau Federation. The intent of this attack has been to destroy completely the grain exchanges and the grain marketing system.

The motive for the attack was not discernible at first, but it has since become most plain. The Committee of Seventeen has devised a new marketing plan which they contend is more efficient, more economical, and more ethical than the present marketing system. Arrangements to put the new system into operation are going forward; money to finance the new organization is being collected from the farmers, contracts by which the farmers agree to sell all surplus grain through the new organization for a period of five years are being signed, officers have been tentatively selected, and, we believe, the salaries of these officers have already been fixed by themselves. But before placing the new system in operation it was decided that it was of vital importance to the new system that the old system first be destroyed. And here we pause to ask why.

If the new system really possessed all the virtues claimed for it, if the new system were really more efficient, more economical, more ethical than the old system, then all that would be necessary would be to place the new system in operation, and the old system would die a natural death. The present system could not possibly compete against a system more efficient—more economical. No sooner would the new system demonstrate its greater efficiency, its greater economy, than the grain of the country would flow naturally to market through the new system. To believe otherwise would be folly.

But it seems that the promoters of the new organization had doubts and misgivings concerning the efficacy of their plan, and they dared not place it in competition with the present system without first making the attempt, at least, to destroy the old system, for they feared that in competition with the old system, the child of their dreams might die a-borning, and so they have used their political influence to destroy, if possible, the present system.

The farmer has been misled into the belief that the present system was operated contrary to his best interests, that the present system was responsible for the recent severe decline in prices. Every argument conceivable was used to arouse the farmers' prejudice and antagonism, with the one end in view—to destroy the present marketing system, and to permit of the unhampered operation of the new plan—the only substitute so far suggested.

The misfortune of the grain trade is that the present marketing system and its functions are not understood by the general public, that mystery seems always to have surrounded speculative operations and their relation to the marketing of grain. It is imperative that the grain exchanges take aggressive action to dispel this mystery. The salvation of the present system depends upon the success of efforts to prove to the general public, and particularly to the farmer, the great value of organized speculation in the economical handling of the grain crops. Improvement seldom comes through violent change, and should the theories of radical farmer leaders concerning the marketing of grain be put in practice, results would prove equally disastrous to farmer and to grain trade.

When men are in distress they become ready

converts to radical theories. As an example of this truth, we need look no farther than North Dakota. North Dakota has not raised a good crop of wheat in years; yields of wheat in that state have been so small that even the high prices during the war could not save many North Dakota farmers from bankruptcy. Discouraged and disheartened, North Dakota farmers turned to the Non-partisan League for relief, with what disastrous results to the state, the world now knows.

Similarly the severe decline in prices during the past year brought distress to the farming interests of the whole United States, and so it is not astonishing that many farmers lent willing ears to the insidious arguments of radical leaders who had nothing but their own selfish interests to promote.

Officials of state agricultural associations, county agents, and others of the same ilk have become very prosperous in recent years. Many of them are drawing salaries of from \$5,000 to \$10,000 annually, and a few, who previously had never made any brilliant success of their own business, are said to be drawing salaries as high as \$15,000 annually for running the business of farmers' associations, all of these men drawing salaries, we are convinced, much in excess of the amount which they could make as farmers or as independent grain dealers.

The possibilities in this direction aroused the attention of those who believed they saw opportunities for a great organization which would mean still larger salaries for the leaders, and an infinitely greater number of high salaried positions at their disposal.

The design was ambitious—no less than the control of the entire marketing of grain in the United States.

The Farm Bureau Federation met, the Committee of Seventeen was appointed, a marketing plan was drawn up, and later, the plan was approved, but the pooling feature—the part of the plan on which its success was chiefly dependent, was not approved. The farmer, even in his distress, could not stomach that.

It is generally known that the plan called for an initial payment by farmer members of the new organization of \$10. This was a small amount, and we can readily conceive how many farmers would be willing to risk the small sum of \$10 to try out a plan which made such grandiloquent promises, backed by so many specious arguments, for his relief; but the "joker" in the plan is not so generally understood. In order to become a member of the new organization, the farmer in addition to paying \$10, must sign a contract to sell all of his surplus grain through the new organization for a period of five years, and failing so to do he must pay a penalty to the new organization for every bushel of grain which he sells elsewhere. At last accounts the exact amount of this penalty had not been fixed, but in a general way it is understood that this penalty would amount to 25 cents per bushel of flax, 15 cents per bushel for wheat, 10 cents for corn, and 6 cents for oats. In other words, should the farmer become dissatisfied with the marketing results of the new organization, after a trial of a year or two, he would still be compelled to contribute to the organization's support for the full period of five years to an extent which would spell ruin for the farmer.

Unscrupulous schemers of various sorts have always regarded the farmer as legitimate prey, but we believe that the promoters of the new marketing plan overreached themselves when they counted on the gullibility of the American farmer as a class to the extent of believing that he would sign such a contract as that.

In the meantime, efforts are being made to secure members for the new marketing organization at the rate of \$10 per member, but without

the success expected, we imagine, for we note an appeal sent out by the treasurer of the United States Grain Growers, Inc., to co-operative country elevators, asking for loans of from \$1,000 to \$10,000 from each elevator company, on which loan the United States Grain Growers, Inc. agrees to pay 8 per cent interest. It seems that a loan of \$1,000,000 has been authorized by the Board of Directors of the United States Grain Growers, Inc.

The appeal apathetically states that "A large amount of money will be required to finance the preliminary expenses of the United States Grain Growers, Inc." We heartily agree with this statement. We think that the officials are to be commended for thus sounding the warning in advance. Less scrupulous persons might have allowed the farmer to discover the fact for himself.

And all the time, the vigorous plans to destroy the present marketing system are going forward with unabated energy. Bills have been passed to that end in several states. Similar bills are being pushed in the legislature of Illinois, while in Washington another bill of a severely hampering nature has passed the lower house of Congress.

And if the existing system should first be destroyed, and the new system be declared illegal or be prevented from operating in any or all of the states, in what way would the grain crop then be marketed? The grain trade itself would fall in a fatal convulsion, and the prosperity of the farmer, it not the entire country, would dissolve in the resulting chaos.

We now have an efficient competitive system, with a dozen or more grain exchanges throughout the country whose members are competing for business, and consequently transacting that business on a small margin of profit, using their keen knowledge and experience, expending their individual energy, and risking their own capital to achieve success. It is proposed to destroy that efficient piece of machinery, and as a substitute to install an organization which would be an absolute monopoly, in charge of inexperienced men with no financial responsibility, and with nothing to lose in case of failure, except their salaries. It seems to have occurred to few outside of the grain trade that if such a policy were adopted the distribution of the nation's food supply might become completely disrupted, to say nothing of possible losses of hundreds of millions—perhaps billions of dollars to producer and consumer which might ensue. Certainly the legal status of this imposing proposition should be carefully investigated, and likewise the ability of the men in charge to carry out the program which they propose to undertake.

We are indebted to The Sabean Society, of New York, for the following bit of interesting information:

"Two thousand years ago a group of commercial Arabs had already dominated the business of the world for more than six centuries without a break. They were the richest, most successful, and interesting group of business men the world had ever known. They were the Sabeans—and Balkis, the Queen of Sheba, was the ruler. One secret of their great success was a code of business principles that could not be improved upon today."

Turning to this code, which consists of 10 articles, and is based on the special research of John A. Maynard, Ph.D., D.D., M.A., we note with especial interest the sixth article because of its applicability to the efforts of the United States Grain Growers, Inc. in their attempt to monopolize the marketing of grain.

"6. DO NOT TRY TO DO WHAT ANOTHER CAN DO MORE CHEAPLY."

Here is a world old business principle, the acceptance of which is necessary to success, and yet the United States Grain Growers, Inc., propose to violate this principle. The present grain marketing system is acknowledged by all to be the most economical system ever devised. Under the present system the handling cost of grain from producer to consumer is so small that it would be humanly impossible to make it smaller. The promoters of the new system know this to be a fact, and their attempts to dispute it are puerile and

\*This is the second of Mr. Winters' articles analyzing the grain marketing plans of the United States Grain Growers, Inc. Here Mr. Winters shows the direct relation of the proposed marketing system to the concerted attacks on the grain exchanges. It will be a revelation to many.—Ed.

futile. As a matter of fact they do not care to dispute it. Their whole aim is to corner the grain crops of the country at the expense of the consumer, and the larger margin of handling cost is a matter of indifference to them. That it would be economically impossible for them to corner the grain crops in the manner they propose, they do not seem to consider. In the end their method of marketing would work hardships on producer and consumer alike.

As an example of the advantage of the competitive marketing system over the co-operative system, we refer to the experience of the Equity Co-operative Society of St. Paul. This concern has been in operation for about 15 years in competition with the Minneapolis Chamber of Commerce. Had the co-operative system really proved more efficient and more economical than the competitive system, the Equity concern would long ere this have monopolized the grain trade of the Northwest, if not of the entire country. What are the facts? The percentage of grain received at the Twin Cities which is handled by the St. Paul concern is so infinitesimally small as to be almost invisible—and this after 15 years of operation. Furthermore, it is a common practice for Minneapolis grain houses to buy grain from the St. Paul concern, ship it to Minneapolis, and sell it at a substantial profit, thus adding an additional burden to the farmer who ships his grain to St. Paul.

Competition is the acid test in business. Let the United States Grain Growers, Inc. start their system in competition with ours. If their system should prove better, ours could not live. If our system proved better, theirs would die. This, we think, is what they fear.

But the agricultural agent, or adviser, or manager, or whatever his title may be, has become ambitious for power. From being the servant of the farmer, he now aspires to be the master. Once let his infamous contract be signed in sufficient numbers so that his salary would be assured for five years, and the erstwhile servant would crack the whip while the farmer jumped through the hoop.

From the articles of incorporation of the new organization, we quote section 2, of article VIII. Section 13 of the contract which the farmer is being asked to sign contains in effect identically the same clause.

The Board of Directors shall provide out of the proceeds from the sale of grain for the acquisition by itself, or through subsidiaries and other agencies, of facilities necessary for the efficient, prompt, and economical handling, processing, transporting and exporting of the grain of its members, and shall issue certificates of deduction representing the same in such form, in the manner, and at such times as the Board of Directors shall determine. The said certificates shall be assignable by endorsement, but shall not be deemed as obligations of the association with definite or other maturity; they shall not bear interest and shall not represent any obligations or rights other than proportionate ownership in certain assets held by the association which shall not be separable or subject to distribution during the life of the association except at the option of the Board of Directors.

In other words, the Board of Directors, after disposing of the farmers' grain, may hold out all or any part of the proceeds, and pay the farmer in commercially worthless certificates—certificates that bear no interest, that are not deemed obligations of the association at maturity or at any other time, and that are not forcibly collectible. Is it possible that the American farmer will sign such a contract as that?

Our opinion of the officials of the new organization is not of the highest, but in all fairness we are bound to say that we are not so prejudiced that we believe this contract to have been deliberately framed for the purpose of robbing the farmer. Nevertheless, it is plain to be seen how the farmer might be robbed under the terms of the contract should control of the organization fall into unscrupulous hands.

The new organization now holds out the promise that the farmer is to be enriched at the expense of the city laborer, the result of which if the policy became effective would be immediately to start a class war between farming interests and laboring interests.

There is every reason for believing that the pas-

sage of the emergency tariff law was one of the steps toward perfecting the plans and the policy of the new marketing organization, but it is doubtful if the tariff which has just become a law will satisfy the ambitions of the officials. Nothing less than war time prices for grains, and incidentally war time prices for grain products, which include meat, will be satisfactory in the belief of many. The tariff, doubtless, will be raised still higher, if the present influence can raise it, and the city consumer, which includes labor, will find the cost of living raised to a height out of all proportion to his income.

It is scarcely believed that the officials of the new organization think for a moment that such a policy could endure for any length of time.

We quote from the issue of April 23 of the *Prairie Farmer*, whose editor is one of the most active members of the Committee of Seventeen.

In the case of wheat the balance could be sold abroad for what it would bring, and through the pool each grower would bear his pro rata share of the loss, if the price at which the surplus could be sold abroad should be less than the price for which the bulk of the crop sells at home. The important thing is that that surplus would not be allowed to break the price of the big end of the crop that is sold at home. It doesn't make much difference what we get for the surplus. It ought to sell cheap. We would often be better off if we could give it away where it would not affect the market for the rest of the crop. If corn belt farmers could have dumped four hundred million bushels of corn into the ocean last January they would all be vastly better off now.

Here we have what appears to be the secret upon which the new organization depends for success. The American consumer is to be made to pay an extortionate price for the grain and grain products which he consumes, while the surplus is to be sold abroad cheaply, given away to foreigners, or if necessary, destroyed. Is it to be presumed that the American consumer will submit patiently to such a policy?

The leaders of the new organization profess to view with horror speculation in grains as now conducted upon grain exchanges, but no grain exchange speculator ever indulged himself to the extent of the deliberate and criminal destruction of grain in order to advance prices.

A few farmers might be found who would wink at such practices and who would be willing to become traitors to their own countrymen for the sake of additional gain, but we doubt if any great number of farmers are of this class.

The farmer might ponder on the fact that men who would deliberately plan to rob one party in a business transaction would not hesitate to rob the other party should the opportunity permit.

TO BE CONTINUED

## LANTZ BILL AMENDED

On June 14, the House of Representatives at Springfield added 26 amendments to the Lantz Bill and it was advanced to third reading with final action deferred. In any event it will have to go to conference and it is doubtful if it will pass.

The most important of the amendments was that which placed the Board of Trade under the supervision of the Department of Trade and Commerce instead of the Department of Agriculture. On the last amendment offered the supporters of the Bill had only 59 votes and 77 are necessary for passage to send it to conference. As it passed the Senate by a bare majority in the first place it is not likely that it can do so again with the amendments added.

## SPAIN INCREASES GRAIN TARIFFS

The new Spanish import duties which went into effect on May 21, do not differ materially from the old, so far as the rates themselves are concerned, but there is a material difference in their application. Before, the minimum rate was assessed but now the general rate applies to most commodities, and this is materially higher than the minimum.

Wheat, which formerly paid a duty of 8 pesetas per 100 kilos, now pays 12 pesetas, an increase of 50 per cent; wheat flour increases from 14 pesos to 21 pesos.

## HAY LEADER PASSES

Two years and seven days beyond his appointed four score and ten Joseph Gregg terminated a busy and useful career. His death on May 22, brought sorrow to a host of business associates and friends, for no man in the hay trade was better known and none enjoyed a more enviable reputation for sagacity, industry and integrity.

He was senior member of the firm of Joseph Gregg & Son of Atlanta, Ga., and kept an active interest in the business up to within two weeks of his death although his health since last October had failed and confined him more or less to his home, the responsibilities of the firm falling on the shoulders of his son Joseph Gregg, junior, who will continue the business.

Mr. Gregg was born at Charleston, S. C., May 15, 1849, and in due time graduated from his state university. He came North afterward to Chicago and resided there for 25 years, for 22 years being a member of the Chicago Board of Trade. The Southland called to him, however, and he responded, settling in Atlanta, Ga., where he has since made his home. Of late years his interest was principally devoted to the hay business and he was active in the National Hay Association, serving in many



THE LATE JOSEPH GREGG

official positions and on important committees. He was constructive and progressive and his counsel was always sought on important questions. From the start of the Atlanta Commercial Exchange, Mr. Gregg served on the Committee on Grain and Hay Activities, and was an acknowledged expert on hay grading and other matters pertaining to the trade. His social life developed the same sincerity and won him the same warm friendships as his business life and he will be sadly missed in his community as in the hay trade at large.

## MISSOURI FEARS JOINTWORM

Wheat fields in some parts of Missouri just now give evidence of the worst jointworm outbreak in years. In some counties the infestation is as great as 20 per cent. The visible proof of its presence in a wheat field is seen in whitened heads and straws that collapse and die before the grain is matured. The stalk begins to bulge out from the leaf sheath above the second or third joint in a gail produced by the mother insect's sting which causes the wheat stem to break off.

To control the jointworm and check the advance that it has made during recent years in this state it will be necessary, according to the Missouri College of Agriculture, to burn the stubble fields and to give more careful attention to crop rotation. The pest is carried over from one year to the next in the straw and stubble. The control of this pest is absolutely in the hands of farmers, for they can root it out by proper rotation.

## NEWS LETTERS

## CINCINNATI

HARRY A. KENNY CORRESPONDENT

WHILE trading in the local market during the past month was not brisk, merchants were satisfied with the volume of business, under present conditions. Inspections of grain showed an increase of 147 cars in and 213 cars out for the month of May. Hay receipts decreased 281 cars.

The wheat trade was confronted by liberal country offerings on one hand, and adverse crop reports on the other. There was a good general demand for Hard Dark wheat influenced by the bullish action of futures, cash prices advanced almost every week, but the premiums over April were reduced so that some buying on a hedging basis was reported toward the end of the month.

Trading in corn was slow and draggy but as a whole the market was steady under option influences and prices at the close of the month were slightly above the previous month. Delayed work in corn sections tributary to this market interfered to some extent with the movement, but offerings were ample for the rather indifferent demand. Elevator interests principally absorbed the arrivals.

Though weaker and slightly lower as a result of the heavy receipts which again filled the yards to capacity, the hay market was featured by unusual activity and a briskness of demand that practically cleared the terminals of surplus cars. Relatively lower values were partly responsible for the improved buying. All in all the trade is fairing pretty well, when existing conditions are taken into consideration.

\* \* \*

The following members became stockholders in the Cincinnati Grain and Hay Exchange Company by the purchase of a share of stock in the company the past month: Robert L. Early, Lee H. Early, F. R. Brown, T. M. Dugan, J. A. Ferger, R. H. Rasch, G. A. Dieterle, J. D. Dye, L. M. McGlaughlin and J. Uptmoor.

\* \* \*

Plans are being formulated by the Agricultural Bureau of the Chamber of Commerce for the establishment of a bureau for the interchange of farm products and properties, to serve the farmers of Hamilton County and adjacent territory. The need for such a bureau has been established by the large number of inquiries which reach the Chamber of Commerce regarding the sale, purchase or exchange of grain, live stock and other products in which the farmers are directly interested. Under the plan now being worked out by the Agricultural Bureau, farmers may be able to list any article which they desire to dispose of, and in this way their wants will reach every other farmer receiving the service of the Bureau. It is planned to extend this service to Kentucky and Indiana farmers in this vicinity, as well as those in Ohio.

\* \* \*

The next annual session of the Ohio State Grange will be held in Cincinnati from December 13 to 15. Arrangements for the meeting will be completed by a committee of Cincinnati members of the association.

\* \* \*

The A. C. Gale and Gale, McMillen Hay Company, defeated the office force of the Early & Daniel Company in a ball game at the Bloody Run Boulevard last month by a score of 9 to 8. Lyle Lord was manager of the Early & Daniel aggregation and Al Hess of the Gale's. A feature of the game was the fielding of Lou Moser of the Gales and the hitting of Bob Early, who nearly brought victory to his outfit with two home runs.

\* \* \*

The vacation season has been started at the Cincinnati Grain & Hay Exchange. E. B. Walker, assistant to B. J. Drummond, traffic manager, returned from his vacation late last month. He had no sooner resumed his duties, when Herman Reisenberg, executive assistant, departed for a two weeks' cruise on the Great Lakes.

\* \* \*

William G. Stueve, B. H. Wess and Andrew Braun, local grain and hay merchants, will excurt with the Cincinnati Elks, early in July for a month's vacation on the Pacific Coast.

\* \* \*

Word was received in Cincinnati hay and grain circles last month, of the death of Michael Knaul, 77 years old, at the home of his daughter, Mrs. H.

G. Jennison, Toledo, Ohio. Five years ago, Mr. Knaul left Cincinnati after serving as flour inspector at the Chamber of Commerce for more than 25 years. Mr. Knaul is survived by a son and two daughters. The body was brought to Cincinnati for burial.

\* \* \*

B. J. Drummond, executive secretary and traffic manager of the Cincinnati Hay and Grain Exchange, attended the annual convention of the National Industrial Traffic League at Cleveland last month.

\* \* \*

W. E. Hutton & Co., local brokers, protested to Congressman Nicholas Longworth and A. E. B. Stephens from Hamilton County last month, against passage of the Tincher Bill to regulate grain exchanges in its present form, because of its impracticable interference on the part of the Government in the business.

\* \* \*

C. S. Custer, manager of the local offices of the Cleveland Grain & Milling Company, who underwent an operation for the removal of his tonsils again reported for duty late last month.

\* \* \*

Announcement was made here last month that an agreement between the heads of several southern roads and shippers of molasses known as "black strap" had been reached and that a reduction in rates on this commodity from gulf ports to Cincinnati had been decided. Application for a rate of 25 cents will be made to the Interstate Commerce Commission by the carriers, who have agreed to the reduction and it is expected that the new rate would be published soon, if authority is granted by the Commission. The reduction in rate is of interest to local manufacturers of prepared feeds and makers of industrial alcohol, which has become an extensive business in Cincinnati.

\* \* \*

Many of the delegates and friends in attendance at the Southern Wholesale Grocers Association convention here the past month, accepted the invitation of the Cincinnati Grain & Hay Exchange to visit the plugging tracks and witness the method of selling hay which they pronounced most satisfactory and a great improvement over the former system of door inspection.

\* \* \*

Nat C. Murray, statistician of the Department of Agriculture, visited the city last month incident to the death of his sister, Mrs. Grace Murray Morten, wife of Joseph D. Morten and daughter of the late Charles B. Murray, former editor and publisher of the *Cincinnati Price Current*.

\* \* \*

The "All-Stars," a newly organized baseball club of the Grain & Hay Exchange with semi-professional playing ability defeated the Gale, McMillen Company in a hot game at Dempsey Park, Price Hill last month, by a score of 10 to 6. The game was featured with hard hitting and sensational fielding on both nines.

\* \* \*

Business men and citizens generally interested in the progress of Cincinnati were much gratified last month when the announcement was made that the project, inaugurated some years ago, to construct an immense freight warehouse, will be carried out in the near future. According to officials of the Cincinnati Terminal Warehouse Company, plans have been prepared for a fireproof concrete building approximately 650 feet long by 171 feet wide and seven stories high, containing 500,000 square feet of storage space and 1,000,000 cubic feet of cold storage. The warehouse is to be built on Front Street, running from Central Avenue to Smith Street and extending back to Augusta Street. The proposed building will operate 12 batteries of high-speed elevators and in case of a flood could move thousands of tons of freight to the second floor, which will be 14 feet higher than the highest high water ever recorded.

\* \* \*

Delegates to the Southern Wholesale Grocers Association which closed a three-day session here last month were loud in praises of Cincinnati and of their welcome received. Among the resolutions adopted was one joining the St. Louis and northern grain trade interests in the complaint to the Interstate Commerce Commission against carriers, for lower rates on grain and grain products in the southern territory when moving in car load lots.

\* \* \*

Return of the Cincinnati Hay & Grain Exchange to the floor of Exchange Hall at the Chamber of Commerce was presaged last month, when Henry M. Brouse, president of the Hay & Grain Exchange held a conference with William C. Culkins, executive secretary of the Chamber of Commerce, relative to the proposal. Following the conference, Mr. Brouse said that nothing was decided upon, but that the matter will be thoroughly considered. Mr. Culkins, following

## BUFFALO

ELMER M. HILL CORRESPONDENT

NISBET GRAMMER, president of the Eastern Grain, Mill & Elevator Corporation, has completed negotiations for the purchase of the property of the Mutual Terminal Grain Elevator on the Blackwell Canal and the land and tracks of the Island Railroad Company adjoining the property. The elevator will be taken over July 1, thus giving the combined elevators of the Eastern Grain, Mill & Elevator Corporation, a total capacity of more than 8,000,000 bushels.

Title to the property will be taken in the name of the Island Warehouse Corporation which has been organized under the laws of the State of New York although the owners are the same parties interested in the Eastern Corporation and the Iron Elevator. Nisbet Grammer is president; J. J. Rammacher, vice-president and treasurer; and Edwin T. Douglass will be manager of the combined properties.

The purchase of the property marks the passing of the control of Buffalo grain elevators from the trunk line railroads as it leaves only the Connecting Terminal Grain Elevator, which is owned by the Pennsylvania Railroad, remaining under railroad control; in former years each of the trunk line railroads entering Buffalo owned and operated its own grain elevator in the harbor.

The property purchased by the Eastern Grain, Mill & Elevator Corporation has a straight line frontage on the Blackwell Canal. The elevator extends along 500 feet and the Mutual Warehouse is 1,000 feet long and 100 feet wide. There are about 200 car lengths of trackage which connect with the Buffalo Creek Railroad. The property was originally purchased by the New York Central, Lackawanna, Lehigh Valley, and Erie Railroads from James J. Hill, president of the Great Northern Railway, who bought the property and constructed the Mutual Elevator.

The Mutual Elevator up until 1917 was the largest in Buffalo with a capacity for nearly 3,000,000 bushels. It is equipped with three marine legs and is fireproof.

The Eastern Grain, Mill & Elevator Corporation was organized about seven years ago and built the Concrete-Central Elevators with a capacity for 4,500,000 bushels. The Iron Elevator which is on the Lake Shore tracks also is owned by the Eastern corporation and has a capacity for 500,000 bushels. It handles only grain transported by rail.

Acquisition of the Mutual Elevator by the Eastern corporation completed the biggest transfer of grain elevator property in the Buffalo harbor in recent years. The Eastern Grain, Mill & Elevator Corporation now operates elevators which have about 50 per cent of the total elevator capacity of the port.

\* \* \*

Construction of a grain elevator on the Buffalo River and a grinding and mixing mill with a daily capacity of 20 cars is planned by the American Grain & Feed Corporation which has been organized by three Buffalo grain men with an authorized capitalization of \$1,000,000. Berend J. Burns, who for years has been prominent in grain and elevator circles in western New York, is president of the new corporation which has established executive offices in the Chamber of Commerce Building. Associated with Mr. Burns are J. Ray Totten, vice-president, and Russell D. Ward, secretary and treasurer. Mr. Ward has been associated with Spencer Kellogg & Sons, Inc., operating the Kellogg Terminal Elevators in the harbor. When complete the plant will be the tenth in Buffalo for the manufacture of mixed feeds. A three and a half acre tract has been bought by the corporation on the South Buffalo Railway line. Details of the construction remain to be worked out by Mr. Burns and the engineers.

\* \* \*

M. C. Burns has bought the interest of H. A. Smith in the Chippewa Feed & Grain Company of Buffalo. Mr. Burns succeeds Mr. Smith as president of the corporation. Mr. Smith has opened an office for doing a wholesale feed business on his own account.

\* \* \*

Buffalo grain and elevator men were hosts to delegates attending the annual convention of the Association of Operative Millers in Buffalo, June 6 to 11. The delegates were taken on a tour of the big

terminal elevators, they watched lake freighters discharging their cargoes of grain and were impressed with the arrival of the first lake-canal powerboat with the grain from Duluth for New York by way of the State Barge Canal and the Hudson River.

## KANSAS CITY

B. S. BROWN - CORRESPONDENT

A POLITICAL fight which started with the change in state administration last January has culminated in ouster proceedings by Governor Hyde of Missouri against James T. Bradshaw, state warehouse commissioner and head of the state inspection and weighing bureau. The latter has his office in the Board of Trade Building in Kansas City. He had held office since 1913 and normally would continue in the position until 1923. He has about 125 men in his employ, whose positions have been one of the chief means of political preferment for many years. The governor's charges against Bradshaw include inefficiency, neglect of duty and misconduct in office. Payment of traveling expenses out of what is known as the "private inspection fund" and duplication of expense accounts are also charged against the commissioner. The private inspection fund represents money collected for inspecting private elevators. The governor contends that this money should be turned into the state treasury. Governor Hyde also alleges that Bradshaw had retained incompetent men on his staff and has permitted them to retain for their own use money secured by the sale of grain samples which rightfully belonged to the state. A hearing will be granted Mr. Bradshaw at Jefferson City, June 11. He will fight the ouster and has indicated he will take the matter to the courts. He denies or explains all the charges and says the governor is prompted by revenge for the commissioner's activity in the movement for a referendum on the agricultural law, which if it becomes effective July 1, will automatically abolish the position held by Bradshaw.

Inspectors of the Kansas and Missouri grain sampling departments have been told by the governors of the two states not to take for their own use the "chicken feed" samples of grain taken from carloads of wheat and used in inspecting and grading the shipments. The grain thus collected had formerly been sold and the money used as an office fund for the benefit of the employees.

The last official act of the Federal grand jury in Kansas City before the close of its duties recently was the adoption of a resolution condemning the operations of boards of trade in Kansas City and St. Louis in dealing in futures and "fixing the prices of grain and other farm commodities" as detrimental and a menace to the agricultural interests of Missouri and Kansas. The resolution also recommended that governors and legislatures of the states pass laws governing and controlling the operations of boards of trade. Grain men in general resented the action of the jury as it created the impression that an investigation of some sort was under way when none was. Papers which gave prominence to the resolution later interviewed Judge Van Valkenburgh who said the resolution was not an official act of the Federal grand jury but merely an expression of private opinion. Court attaches expressed the opinion that the jury had been influenced by hearing a speech of William J. Bryan in which he condemned what he termed "grain gambling." The foreman and a majority of the jury were farmers.

Large arrivals of wheat were again reported at Kansas City in May, making a period of nearly six months in which the movement has established a new high record. It is unusual for the movement to be thus distributed, especially for the peak shipments to come in the winter and spring as has been the case this season. Arrivals after the Memorial Day adjournment were the largest of the season, 667 cars. The total in May was 5,446 cars, compared with 3,080 a year ago and a 10-year May average of 1,627 cars. The movement of coarse grains continue smaller than a year ago. All of the wheat is being absorbed readily. Elevator stocks continue to dwindle.

Total deliveries on May contracts at Kansas City were 95,000 bushels of wheat, 489,000 bushels of corn and 160,000 bushels of oats.

An increase in tax valuation of grain in the Frisco and Memphis Elevators in Rosedale, near Kansas City, of \$407,450, fixed by the county assessor, brought a storm of protest from the Frisco Elevator Company, which operates both concerns. The protest was made before the County Board of Equalization. The company had turned in a statement of \$86,357 on an average of 43,700 bushels of grain owned by the company during the year. The assessor's figures for the same 12 months were 239,384 bushels as an aver-

age and valued at \$493,807. Officials of the Frisco company said they had taken the average by summing up how much grain the company owned twice each month during the year. The price a bushel of various grains was agreed on by the company at the average fixed by the assessor from the reports of the state grain department and the board of trade. The assessor said he had taken his average from the reports of how much grain was in each of the elevators every night in the year. In answer to the company's statement that much of the grain was handled in transit, the assessor said it made no difference to whom it belonged; it was taxable when it was in the elevator. The same plan in increasing the tax valuation will probably be followed in the case of other elevators. The Frisco elevators are on the Kansas side.

There was only slight congestion in May wheat at Kansas City, much less, at least, than at Chicago. The market showed moderate declines the last few days of the month while Chicago experienced a big advance. Exporters had liberal quantities bought for May delivery, but they filled all their contracts in the country and the removal of the hedges caused no excitement.

Kansas City grain men expect that the expiration of May wheat will result in a return of a normal future market, one that has a proper relation to carlot prices and will afford the usual hedging facilities. Since last July when trade was resumed, deferred deliveries have been at big discounts, without any regard to carrying charges and the general supply and demand conditions. This has restricted the use of the market by cash handlers. The major movement in price declines is now thought to be over and a pre-war market is looked for.

Charles W. Lonsdale, president of the Simonds-Shields-Lonsdale Grain Company, has gone East for a six weeks' vacation.

President Hargis of the Kansas City Board of Trade has attended most of the Senate and House Agricultural Committee hearings on the Capper-Tincher Bill and his familiarity with measures and the whole legislative program to regulate boards of trade have made him in demand as a speaker at grain trade conventions. He has addressed most of the important meetings in the Southwest this spring.

"There is a good demand for all grains from Mexico at present, but inadequate transportation facilities are restricting trade," Wallace Bagley of the Southwestern Milling Company said recently after a two weeks' trip in that country. "Wheat, flour and coarse grains are needed in the interior, but there is not enough motive power to move the grain from the border. The recent ruling allowing American equipment to cross the border has brought only partial relief. To the casual observer conditions appear to be unsettled, but there is no lack of money for necessities."

The first executive session of the Kansas City Board of Trade in many years was held recently to discuss the Capper-Tincher Bill. Unalterable opposition to a regulated market or to giving one man unlimited power over the exchanges was expressed. The main purpose of the meeting was to hear reports of committees that had been attending hearings in Washington.

The "fats" of the Kansas City Board of Trade defeated the "leans" in their annual ball game by the score of 15 to 13, which is the closest the latter have ever come to beating their rivals. Robert Smith of the Terminal Elevators pitched for the "fats" and Cort Addison of the Addison Grain Company hurled for the "leans." Archie Aylsworth got two home runs and William McNeil one.

E. A. Twidale of the Twidale-Wright Grain Company has been elected a member of the Kansas City Board of Trade on transfer from C. S. Leach. J. B. Nicholson of the Kaull Milling Company is a member on transfer by certificate from W. O. Kregger of the same firm; Arthur G. Evans of the Moritz Grain Company on transfer from B. U. Feuquay. The last sale was at \$8,500 including a transfer of \$500.

L. E. Melchers of the Kansas State Agricultural School recently reported the presence of "root-rot disease" in parts of Dickinson County, Kan. The disease is similar to the Australian "take-all" and may be the same. The latter caused extensive damage in southern Illinois last year.

The Farmers' Co-operative Grain & Livestock Association of Talmage, Kan., in a letter to the Mendsieck Grain Company said recently: "We long since protested against the legislation proposed by Capper to destroy future trading, which, speaking from a commercial standpoint, is the finest science known and the best friend the farmer has in the marketing of his grain. We explained to Mr. Capper the great value of futures as the governing factor, the safety valve on the engine, the hands on

the clock, the judgment of those who are willing to take the chance, thus enabling us to market our grain from the producer to the consumer on the smallest margin of any commodity known. His reply to us was too silly for comment. He seems to have no conception of the simple fundamentals of economics whatever. We believe we helped keep such a law off the books of Kansas."

Fred C. Vincent, vice-president of the Simonds-Shields-Lonsdale Grain Company and formerly president of the Board of Trade, returned recently from a three months' trip in Europe and northern Africa. "The principal wheat buyers," he said, "are not bidding actively at present, but there is a steady absorption all the time. Substantial Argentine purchases have been made, but labor troubles have prevented more than moderate shipments. There is no indication when Russia will again be a factor."

Labor trouble and the difficulty of securing wheat in the country when wanted caused Kansas City export firms a good deal of delay in filling May export contracts at the gulf. Crews were not available for boats and large amounts of wheat accumulated at both New Orleans and Galveston. Much grain sold for the first half of May had not been loaded the last week in the month. Some of the sellers had to take advantage of the strike clause in contracts which allows delay in making delivery. It is not thought any important amounts of wheat had to be carried over into June.

## DULUTH

S. J. SCHULTE - CORRESPONDENT

TRADE interests here, including elevator and commission houses, take the view that the business here will benefit next fall through the going into effect of the Emergency Tariff Bill. Should the season's yield of Spring wheat turn out according to the promise of the June Government report, it is thought that the elevators at the Head of the Lakes would have all they could do to handle the tonnage likely to be marketed during the fall. Attention has been drawn to the point that the eastern milling interests would be compelled to place all the early orders possible for Spring wheat for mixing purposes on this market for shipment before the close of the lake navigation season. "Buffalo millers relied upon Canadian wheat last fall and this spring, but as the duty of 35 cents a ton on wheat will shut it out from up there, they will look this way for their grain, so that the trade here will come into its own again," said a Duluth grain man.

R. M. White of the White Grain Company, president of the National Hay Association, is already preparing to take up the preliminary plans in connection with the annual meeting of the Association to be held at the Sherman Hotel, Chicago, on August 23 and 24. He said that an interesting program of business will be presented at the gathering. Discussing the general situation in the hay and feeds business on this market, Mr. White said that district demand has been good, but that with ample supplies in the East, outside demand has been below par all along this season.

Over 5,400,000 bushels of oats have been accumulated at Duluth elevators since last fall, and as a result of abundant stores being available in all parts of the country, holders of stocks at this point have so far been unable to ship out any cargo lots. A grain man here who has made a close study of the situation claimed that sufficient oats are held in various positions in this country to cover all needs for a year and that a new crop is coming along within a few weeks to be handled.

With light stocks of grain in the terminal elevators to move, the boat freight rate continues to weaken. Shippers are now able to charter space for wheat from this point for Buffalo delivery at 1 3/4 cents a bushel. Recently a small lot of wheat was reported to have been loaded out in a Canadian steamer for Montreal at a rate that was barely on a ballast basis. This seems like old times again.

Optimistic reports regarding the outlook for wheat and other grains over the Northwest are being received by grain houses here. They all tell the same story, abundant soil moisture, healthy appearance of the growing plant and advanced stage of growth for the period, affording every hope that it will mature early and thus escape black rust infestation. As a sample of the news that is coming to hand, a letter received by the Hallet & Carey Co. from O. J. Barnes Company at Grand Forks, N. D., said: "Wheat went into the ground in as good condition as it ever has been and it has made splendid growth. We have had fine weather, with splendid rains. With a continuance of favorable weather, we have every reason to expect a bumper crop, but of course there are many things that may happen to it yet. Seeding was finished about 10 days earlier than

last year. The flax acreage is small, but the barley acreage is very fair. I believe that we have at least a normal acreage of wheat in this district, and a larger proportion than normal of fall plowing. We should have oats and barley cut between July 4 and 6. I see that the duty has gone on wheat, so I suppose we may expect its market to shoot up. I am rather of the belief that the duty will help out the flaxseed market, but that does not necessarily mean that flax prices will advance."

The rye market had its ups and downs during the last week, but on the net result No. 2 spot shows a decline of 1 cent at \$1.34½. There remains in the elevators approximately 200,000 bushels of that grain, but it is marked for shipment to Buffalo on contracts shortly.

The movement of corn to this market has fallen off, after having shown fair activity during the winter and spring. The elevators are, however, looking for a resumption of shipments soon, now that growers know how their surpluses stand after the completion of seeding. No. 3 Yellow corn ranges at present around 54 and 55 cents here.

E. C. Kuehl, formerly agent of the North American Telegraph Company at Duluth, is now connected with Logan & Bryan at Chicago. He relieved Hadley Hansen, manager of that house's business on the Board of Trade here, during his vacation period.

The Cruden Elevator at Stanton, Minn., owned by Turle & Co. here, was recently destroyed by fire of unknown origin, entailing a loss of \$7,500. The building loss was estimated at about \$4,500, and it held about 3,000 bushels of grain. The loss was covered by insurance.

The trade here was interested in the report that the steamer *W. Grant Morden* had set a new high record in carrying a load of grain down the lakes. She recently passed through the Sault Canal with a load of 765,000 bushels of barley taken on at Port Arthur for Port McNicol, Ontario. Her previous barley carrying record was 760,000 bushels, set four years ago. This vessel has set a number of records.

The persistent increase in the cost of doing business has been a subject of comment for some time among members of grain commission houses here. The latest is the action of the Minnesota State Department of Agriculture in raising the bond required to be filed by commission houses to \$25,000 from \$10,000, the figure where it before stood. A commission man pointed out that the change means an increased fee for taking out the larger bond.

Charles Hunkins, for many years traveling representative over the Northwest for William Dalrymple, died on June 5 at his home at Breckenridge, Minn., at the age of 53 years. He was one of the best known men on the road and had a wide circle of friends who will miss his pleasant calls.

George A. Robson of Turle & Co. is back on the trading floor here after having been laid up through an automobile accident from which he was considered fortunate to have escaped serious injury.

E. S. Ferguson, for seven years representative of the Kellogg Commission Company on this market, has been transferred to his house's headquarters at Minneapolis. Before leaving Duluth he was tendered a farewell dinner by his friends at the Kitchi Gammi Club.

E. H. Smith, assistant manager of the American Linseed Company with headquarters at New York, was a recent visitor of the Duluth Board of Trade. To members of the trade here he expressed the opinion that the Emergency Tariff Bill is unfair to the linseed oil industry, in that it provides for an increase in the duty on flaxseed without at the same time providing for an increase in the rate of duty on the oil. His information is to the effect that the improved growing conditions promise to result in a relatively larger crop of flax over the Northwest this season than the acreage seeded to it would imply.

Grain men here voiced their satisfaction that the trade was able to get amendments to the Capper-Tincher Bill before the Senate to regulate futures, as presented by F. B. Wells of Minneapolis. It is thought that the trade should be able to worry along should the bill finally pass in its amended form. The situation for operators was serious at one stage, as had the bill gone through in the form in which it passed the House it is figured that commission houses stood in a fair way to be driven out of business. Credit is given to Julius H. Barnes, Watson S. Moore and H. F. Salyards of the Duluth Board of Trade, and F. B. Wells of Minneapolis for the fight they put up before the Senate Committee to have the bill amended. Strong exception was taken here to the power the original bill would have placed in the hands of the Secretary of Agriculture at Washington. Officials of the Board of Trade here have asserted that they are prepared to see that operators here live up to the trading regulations set down, and that they will utilize their best efforts to nip any abuses in the bud.

## MINNEAPOLIS

H. A. PAUL

CORRESPONDENT

MEMBERS of the Minneapolis Chamber of Commerce will vote June 16 on a proposal to adopt higher standards of quality for wheat deliverable on contracts executed in the futures trading pit and substitute the grade of No. 1 Northern Spring wheat as the contract grade in place of No. 2 Red Spring, the present contract grade. In case the proposal is adopted, No. 1 Northern will be adopted as the contract grade on September contracts. The contract grade of the July 1 option would continue as at present.

Millers generally are supporting the proposal to restore No. 1 Northern as the contract grade. They believe that if standards are lifted farmers also will be benefited by better prices for good grain.

North Dakota's crop gives promise of being the best in years, according to reports from bankers of that state, who declare the grain has a splendid stand and excellent color, and the soil has sufficient moisture to carry it along nearly up to harvest time. More moisture than at any time since 1916 is the outstanding feature of the reports from various parts of the state.

"The crop prospect in the Valley City district at present could hardly be improved," E. E. Early, president of the Bank of North Dakota, and member of the Executive Committee of the North Dakota Bankers' Association, reports. "Most of the seeding was done early and the grain has an excellent color, and the soil has sufficient moisture, but not too much."

According to W. S. Davidson of Williston, the western part of the state and eastern Montana have the best prospect for a crop at this time since 1912. Wheat already is from two to six inches above ground.

Despite the low prices for oats and earlier threats of farmers to refuse to seed a large acreage, Mr. Davidson reports that a large acreage has been seeded and practically every farmer has completed the work of seeding oats and barley.

"There will be a large increase in the acreage of seed, consisting of oats, barley and spelts. Corn also shows a larger acreage and already shows above ground in many parts. Pastures are good and cattle and horses are in as good flesh as they were July 1 last year, so we should have some very good cattle for shipments about September 1," he reported.

Franklin M. Crosby of the Washburn-Crosby Company, who just recently returned from Washington, where he attended the hearing before a Senate committee on the Tincher-Capper Bill for regulation of grain exchanges, is very optimistic on the result of the hearing and said the act would be of benefit to the producer and consumer alike.

"The Committee gave us all a very courteous hearing," he said, "and the members were much interested in the subject. As I see the whole argument, the only justification for a grain exchange is its possible benefit to the producer and consumer. To my mind, it does and is, in fact, the cheapest piece of machinery ever developed. In the grain market we find our supply, our selection and protection. Through hedging we can protect ourselves on a future decline or rise in price, a protection which is essential. Under the present system we are not interested in price levels, in \$1, \$2 or \$3 wheat, but are interested in the manufacturing profit. We are not interested in buying at one figure and selling later at a higher, but only in the milling margin profit."

"There is nothing that prevents us now from buying off the market. We can buy any place, any way. But if we had to buy without the present system, a credit system would have to be developed that would know the responsibility of every seller, and the expense of this would be enormous."

C. P. Bull, state weed inspector, returned recently from a trip to the northern part of the state, where he has been making a survey of conditions preliminary to a campaign for the eradication of sow thistles and other weeds. He also attended a conference of weed inspectors at Winnipeg.

Farmers of Washington County will begin an investigation of conditions in the farm machinery manufacturing plant at the Stillwater state prison. A recent report showed the farm machinery plant at the prison last year was conducted at a loss of more than \$100,000.

Thomas E. Cashman of Owatonna was appointed to represent the Minnesota Farm Bureau Federation at a conference in Chicago June 13 to consider the feasibility of federation members buying coal co-operatively. Ten states will be represented.

Minnesota can lay claim to a prominent part in the organization of the Farmers' Finance Corporation, which was recently launched with a capital stock of \$100,000,000, the papers being filed in Delaware recently. This

is the first step taken by farm organizations to finance the marketing of their own grain and is an outgrowth of the United States Grain Growers, Inc. J. M. Anderson, St. Paul, president of the Equity Co-operative Exchange, and W. F. Schilling of Northfield, who represented the Minnesota Farm Bureau Federation, and L. E. Potter, president of that organization, have taken a prominent part in the work.

There is considerable speculation as to what action the State Board of Grain Appeals will take this fall in establishing a grading system. The last Minnesota legislature passed a resolution directing the board to restore the Minnesota standards, providing Federal standards were not modified. Although Secretary of Agriculture Wallace recently refused a request to change Federal standards, Chamber of Commerce members are inclined to believe that the grain board will re-adopt the Federal standard in Minnesota.

Railroads of Minnesota have been asked by C. M. Babcock, commissioner of highways, under whose direction was recently launched a program of \$100,000,000 for roads, to lower freight rates on road building materials. No definite answer was given to the request by the State Railroad and Warehouse Commission, but they were asked to consult officials of the roads and inform Mr. Babcock of the decision.

Minnesota's 1921 yield of Spring wheat is estimated at 38,108,000 bushels in the combined Winter and Spring wheat forecast issued last week. Reduced prices for wheat, coupled with high wages for farm labor, are responsible for a reduced wheat acreage in Minnesota, and the proportionately low yield expected, according to Hugh J. Hughes, market director of the state department of agriculture. "The comparatively small return on investment and labor involved last year caused many Minnesota farmers this year to seed fields that normally would be planted with wheat to clover and other grasses," he said, "but with a return to reasonable wages and fair prices for wheat, I look for the state to make a strong comeback in 1922."

## TOLEDO

C. O. BARNHOUSE - CORRESPONDENT

THE movement of grain through this market is in larger volume than it has been during the last several months, as usually after spring crops are planted and begin to make a good showing above ground the farmers begin to make an inventory and ascertain what they have that can well be disposed of, and as the spring seems to be no exception to this rule, there has been a steady stream of grain coming to this market.

There have, of course, been some off grades among the receipts, but taken as a whole, the grain has been grading well. There are some sample grade cars of corn, but the oats are much better quality than the receipts during the winter. Prices are well maintained in spite of the liberal offerings. Wheat has advanced 15 cents and corn 3 cents during the month, while oats have only suffered to the extent of one-half cent per bushel. The prices of grains today (June 11) are: Wheat—No. 2 Red Winter, \$1.55 and \$1.57; corn, No. 3 Yellow, 64 and 65 cents, and oats, No. 2 White, 42 and 43 cents.

The Northwestern Ohio Farmers Grain Dealers Association held a meeting at Liberty Center, June 6. A large number of the Toledo dealers were in attendance. The main topic under discussion was the new marketing plan. The county agents were out in full force and led in the discussion.

Henry Hirsch, one of the leading field, seed and wool dealers of Toledo, left June 13 for an extended trip to Europe. He expects to visit England, France and Germany. He expects to call upon the seed dealers in the various points visited and combine business with pleasure. He is a native of the province of Wurtemberg. Mrs. Hirsch accompanied him. They will probably be absent about three months.

Mr. and Mrs. Kent Keilholtz have returned from a two weeks' vacation spent among the lakes of Wisconsin. Kent was in search of the fountain of youth. A few years ago he would have sought out that which made Milwaukee famous, but that would be in vain now.

Mr. Palmer of the Palmer-Miller Grain Company of Celina, Ohio, spent several days here last week attending the spring reunion of Toledo Consistory A. A. S. R.

Harry R. De Vore, president of the Exchange, spent several days last week at Alpena, Mich.

Toledo dealers and others who have traveled over the greater part of central and northern Ohio comment on the excellent appearance of the growing wheat crop in those sections. There is some complaint of red rust and fly, but the most of the wheat seems to be in good

condition. Cuts are only fair. They were seeded late and the cold weather and spring frosts seem to have damaged them to a considerable extent. The growth is uneven and those seeded in corn land are weedy. The corn crop is making splendid progress, but as the planting season covered a longer period than usual, on account of wet weather at planting time, it ranges all the way from one to 12 inches in height.

Jesse Young spent several days the fore part of the month motoring through northern Pennsylvania.

The Ohio Agricultural Experiment Station at Wooster will hold their annual wheat field day on June 24. It is also planned to hold meetings at the divisional experiment farms during the summer.

## NEW YORK C. K. TRAFTON - CORRESPONDENT

THE annual election of officers and members of the Board of Managers of the New York Produce Exchange was held early this month. All of the "regular" candidates named by the Nominating Committee were elected by a practically unanimous vote. They are: President, Walter B. Pollock of the New York Central Railroad; vice-president, J. Barstow Smull of J. H. Winchester & Co., steamship agents; treasurer, E. R. Carhart of the Battery Park National Bank; trustee of the Gratuity Fund, Welding Ring of Mailler & Que-reau, exporters. The following were elected to the Board of Managers: Lyndon Arnold of the Commercial Construction company; H. R. Howser of Howser & Wilson, grain and ocean freights; W. A. Johns of Swift & Co., packers; B. H. Wunder, flour receiver; L. W. Forbell, grain broker; W. W. Starr, produce commission merchant.

Ormsby M. Mitchel, Jr., son of O. M. Mitchel, head of the grain export house of Power, Son & Co., is an applicant for membership in the New York Produce Exchange.

Alfred T. Martin, a member of the firm of Bartlett, Frazier Co., commission merchants on the Chicago Board of Trade, received a hearty welcome early this month from his many old friends in the local grain trade. For many years Mr. Martin was an active member of the New York Produce Exchange, where he is still a member. He expressed the opinion that the Winter wheat crop had been reduced roughly 50,000,000 bushels compared with early estimates. This opinion was subsequently confirmed by the June report of the Department of Agriculture. In his judgment the loss came largely from frost. He also looks for a light crop of Spring wheat owing to a decrease in acreage. He estimated total wheat production at \$50,000,000 and believes that we will go into the new season with almost empty bins.

James E. Bennett and L. W. Leisner of J. E. Bennett & Co., grain and stock commission merchants of the Chicago Board of Trade and other markets, have been elected to membership in the New York Produce Exchange. This firm recently installed a private wire in the call room of the Exchange and Mr. Leisner will act as manager of their local office.

George H. Clearman, who was for many years an active trader in the New York grain market, but who afterwards became active on the Chicago Board of Trade, and still later became a member of the trade in Winnipeg, has resigned his membership in the New York Produce Exchange. His many old friends on 'Change were sorry to hear of this.

George A. Carruthers, son of James Carruthers, head of the big grain house of James Carruthers & Co., New York and Winnipeg, has been elected to membership in the New York Produce Exchange.

Owing to the agitation against trading in grain futures in Illinois and the possible passage of the Lantz bills in the legislature of that state, a few members of the local grain trade addressed a petition to the President and Board of Managers of the New York Produce Exchange, requesting the resumption of trading in wheat futures, but little enthusiasm was displayed and some conservative and experienced dealers seemed skeptical about the proposition, claiming that the movement was futile. Their opinion was based largely on the ground that there were not sufficiently large stocks carried here to make a market for futures feasible.

Recently there has been some talk of unsatisfactory results in the Grain Inspection Department of the New York Produce Exchange and in order to get at the actual facts and ascertain if any improvements can be made the president and Board of Managers appointed the following committee: Wm. H. Kemp, chairman; J. Ward Warner, Julius H. Barnes, Yale Kneeland, Wm. C. Mott. This committee had the following notice posted on the Exchange floor: "The undersigned as a

committee have been requested by the Board of Managers to make an investigation of the Grain Inspection Department. Complaints and criticisms, past or present, as well as suggestions for changed methods, will alike receive due consideration and should be handed to the chairman promptly. The co-operation of the grain trade is desired." The committee has held a number of meetings, but is not yet prepared to make a report.

Clark H. Sparks of P. N. Gray & Co., exporters and importers, who recently resigned his associate membership in the New York Produce Exchange, has applied for a regular membership.

Percy F. T. Luckham of Wm. H. Muller & Co., Inc., exporters, is an applicant for membership in the New York Produce Exchange.

A. O. Brooks, son of H. E. Brooks, vice-president of the Western Star Milling Company, Salina, Kan., has gone with P. N. Gray & Co., exporters and importers of this city, having charge of import and export business with the Orient.

Sydney C. Joy of Webb & Kenward, Ltd., grain exporters, has been elected to membership in the New York Produce Exchange.

The following members of the Chicago Board of Trade were among the recent visitors on the New York Produce Exchange: Frank G. Ely, grain shipper; B. A. Eckhart of the B. A. Eckhart Milling Company, James W. Prindville of James Prindville & Sons, shippers.

Members of the New York Produce Exchange, and especially those in the hay and grain trade, were greatly pained early this month to hear of the death of George N. Reinhardt, aged 63 years. Mr. Reinhardt had long been prominent as a distributor of hay, grain, etc., and for several years had been a member of the Hay and Straw Committee of the Produce Exchange.

## MILWAUKEE C. O. SKINROOD - CORRESPONDENT

THE Milwaukee Chamber of Commerce is deeply concerned like other boards of trade in the attacks on the grain exchanges of the country which have broken out in various parts of the country. This is easily the question of the hour for the grain men here in Milwaukee as elsewhere.

Vice-president A. R. Templeton was sent down to Washington as the representative of local grain men to fight the bills which are designed to curb the grain exchanges. Mr. Templeton appeared at various hearings to outline the views of the Milwaukee Chamber of Commerce on this subject.

Another important measure taken by the local grain board is to direct a strong letter to the Secretary of Agriculture Henry C. Wallace at Washington, giving in some detail the desires of Milwaukee grain men concerning this question.

The letter ordered by the Board of Directors of the Chamber of Commerce and signed officially by the secretary of the Chamber, Harry A. Plumb, points out that Milwaukee handles about 80,000,000 bushels of grain each year, that about 40 per cent of this grain is consumed locally in the various mills and the local industries and that while the trading in grain futures here is not so large as some other markets, it is of vital importance to the cash grain handlers and the manufacturers who trade in the Milwaukee market.

Another point made by the letter is that at the urgent request of the manufacturers of barley products, the Chamber is about to establish a market for barley futures, so that these manufacturers may adequately hedge their transactions and do so to better advantage than they have been able to do in other markets.

The letter further points out that the grain trade of the United States is highly competitive, that conditions in the trade are sound and that it would be highly unwise for the Government to restrict speculation in grain on the exchanges.

One striking point in the letter to Mr. Wallace is a quotation by the late Edward Douglas White, then senator and later chief justice of the Supreme Court of the United States. At that time in 1892, Mr. White made a speech in the Senate on the Washburn Bill which proposed to stop all future trading in grain. He declared that the English commerce carrying the light of civilization, religion and truth all over the world had been made possible only by the organization of chambers of commerce by great bodies of merchants.

Mr. White said: "Boards of trade are true evolutions of that doctrine of equality which has dominated the world, the equality and liberty of man. The poor man with small capital who comes into the great chambers of commerce and the boards of trade, with all the information exposed to his view, needs to pro-

tect himself from being gouged and destroyed only with the light of reason which God has given him. It is putting him on an equality with the rich man. The purpose of this bill is to strike down all the trading which can be done at an equal advantage and to stimulate the trading where the small man will be at the mercy of the big man. Its purpose then is to allow trading where all the protection which modern society and modern commerce have evolved, will be destroyed."

The grain receipts at Milwaukee, while not up to normal, are running stronger than last year. For the first week of June receipts were 778 car loads as compared with 545 car loads the week before, 533 car loads a year ago and 1,073 car loads for the corresponding week of 1919. The receipts for the week mentioned were composed of 84 cars of barley, 402 car loads of corn, 162 cars of oats, 63 cars of wheat, 64 car loads of rye, and 3 cars of flax. Trade is running strongest in corn with fair offerings of oats, wheat and rye. Corn in fact is now more than half of the grain offered at the local market.

The Board of Directors of the Milwaukee Chamber of Commerce voted to begin trade in the September delivery of grain on June 4.

The June rate of interest on advances has been determined by the Finance Committee of the Chamber of Commerce at 7½ per cent. This is one-half of one per cent less than the rate prevailing last month, indicating some degree of easing in the money market.

Omaha is pushing Milwaukee closely for third largest primary market in the United States for receipts of corn. For the present crop year since November 1, the Milwaukee receipts of corn have been in excess of 12,400,000 bushels as compared with 12,060,000 bushels received at Omaha for the corresponding date.

Chicago as usual, leads all cities for the largest corn receipts, followed by St. Louis, with Milwaukee running rather a close third. While Milwaukee received nearly 12,500,000 bushels of corn, St. Louis received little less than 15,800,000 bushels, indicating that this city is about 3,000,000 bushels behind St. Louis for the crop year to date. The popularity of Milwaukee as a corn market is still being talked about in all quarters.

The head of the Transportation Department of the Milwaukee Chamber of Commerce, J. L. Bowlus, reports that the new tariffs on export grain to the Atlantic Seaboard have been published by which there is a reduction in the rate on grain and grain products of 3 cents per 100 pounds or a cut on the rate from 33 cents to 30 cents for 100 pounds. The export rate to New Orleans is 30½ cents per 100 pounds. The reduction was made by the Interstate Commerce Commission to equalize the rates between the Southwest and the gulf ports as compared with the rates from the Middle West to the Atlantic Seaboard.

The exodus of Chicago grain men to the Milwaukee Chamber of Commerce has not attained any large proportions, despite the talk freely indulged in that the Chicago traders would have to move some place if Springfield stops the trading in grain futures in Illinois. In one day four Chicago men were admitted to trading on the local board—Frank W. Donaldson, Michael P. Mansfield, William M. Shirley, and A. V. Booth. Among other members of the Chamber elected, not from Chicago, are Henry M. Heberlein of Milwaukee and F. G. Sprague of Fort Wayne, Ind.

The Community Millers' Association of Wisconsin is opposed to the state feed tax of \$25 on bran and middlings and would substitute a tax proportionate to the output of each mill. The meeting was held at the Hotel Wisconsin in Milwaukee. A. A. Nowack of Juneau was chosen president and S. B. Nash of Ripon was named secretary.

Milwaukee is well holding its own as the fourth largest primary market for the receipts of oats, Chicago, St. Louis and Minneapolis lead as oats receiving centers followed by Milwaukee in fourth place with receipts on the present crop season in excess of 14,000,000 bushels. Last year, at the same date, Milwaukee had received 22,000,000 bushels of oats and stood as third highest primary center for the receipt of oats. Minneapolis has outrun Milwaukee for third place this season.

The Milwaukee road's loading figures are given out here in Milwaukee show that more grain and grain products are being shipped than a year ago. The latest week's record indicates grain and millstuff movement at 2,728 cars, a gain of 274 cars over a year ago. The increase is trifling from the percentage standpoint—about 10 per cent.

Rains and warm weather have been of very great improvement recently to the grain crops of Wisconsin. The growth of the season is declared to be in advance of the normal. Farm work has progressed very favorably except in a few instances where it

has been retarded by heavy and continuous rains. Winter and spring grains have made excellent growth and all the corn planting has been done except in the extreme north portion of the state. The cultivation of corn has begun in some of the southern counties. Wheat, oats, rye, barley, alfalfa and pastures are designated as good to excellent condition generally.

\* \* \*

Senator Irvine Lenroot of Wisconsin has introduced a bill in the Senate asking an investigation of all phases of grain marketing, according to reports given at the Milwaukee Chamber of Commerce. If this bill is adopted it would call for a thorough investigation of all the branches of business. This bill is designed to sidetrack the Tincher and other regulatory bills which would give the Secretary of Agriculture the right to license the exchanges and to close them if they violate any of the rules laid down.

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Milwaukee is expected to be one of the great and growing markets for grain, judging by the number of new firms that are being started in the business here. A. E. Bush has started the Bush Grain Company and J. W. Rice has organized the J. W. Rice Grain Company. These concerns will do a general commission business in grain and are only two of a number of grain concerns that have been started here recently.

\* \* \*

The Wisconsin Brewers Association is out with a policy demanding strict enforcement of prohibition in Wisconsin. The Association has gone so far as to submit evidence of the violation of law by the small brewers, according to the counsel for the association, W. H. Austin.

Mr. Austin declares that the large brewers are living up to the prohibition laws right to the letter and they want all brewers to be compelled to toe the same mark. It is the general feeling in Milwaukee that the large brewing interests with property of millions cannot afford to collide with the law and hence they are wary of violations.

Mr. Austin further declares that since the law destroyed their business and since the dry laws forced the brewers to build up a business in other products, they are entitled to the protection of the law from those who persist in violating it. It is claimed that the honest brewers are paying high taxes on cereal beverages, while the illicit brewer is escaping these charges for the most part.

Wisconsin brewers have not taken any stand on the question of permitting physicians to prescribe beer for medicinal purposes. Mr. Austin fears that such a ban would be used as a cloak to hide a large illicit business and that the honest brewer would not be largely benefitted.

The Anti-Saloon League of Wisconsin sent out a referendum on prohibition to about 500 bankers, business men and farmers in every county in the state. The league reported that the referendum indicated 89 per cent of those voting wanted prohibition to continue and that 85 per cent wanted stronger enforcement.

The farmers voted almost unanimously against brewing so as to provide a market for barley, against beer and light wines, against the old style saloon and in favor of strengthening the dry law. Wisconsin being one of the big barley states and one of the big brewing states, its stand on prohibition and its enforcement are of especial interest. The state appears to be working in the direction of more aridity and better dry law enforcement.

\* \* \*

An excellent demand for rye is reported at Milwaukee, both for milling and for shipping account. The demand for export is especially strong. The preference of the trade is for Wisconsin rye and there is quick sale of all offerings at substantial premiums over the July delivery. Rye handlers at Milwaukee report rye on the market from the new crop in the Southwest and that the Wisconsin crop is all headed out with bright prospects for a high yield.

\* \* \*

Milwaukee and other sections of Wisconsin are still taking a keen interest in the St. Lawrence deep waterway—in fact it is stated that none of the states adjoining the Great Lakes is taking a stronger stand, or fighting more vigorously for this project than is the Badger State.

Senator Lenroot, an active champion of the measure, will make the tour of the entire St. Lawrence route July 10 at the direct invitation of the Great Lakes Tidewater Association. A number of Milwaukee and Wisconsin men will also be in the party of 125 besides Senator Lenroot.

Assemblyman James Oliver of Brown County is actively championing the Great Lakes deep waterway in the legislature. Mr. Fowler has also succeeded in other measures to help lake shipping by getting his bill through the legislature asking Congress to see that all the old freighters are restored to the Great Lakes.

A. P. Nelson, Wisconsin congressman, is working hard for the St. Lawrence route in Congress. He is preparing an elaborate reply to the charge of New York that the St. Lawrence route is not desirable because about nine-tenths of this improvement will be for Canada, that the project will cost \$1,400,000,000,

and will cost other hundreds of millions to deepen the harbors and \$500,000,000 to keep the channels to the various lake ports open. Mr. Nelson also charges as ridiculous that the St. Lawrence is so dangerous for boats that it cannot be used and states that shipping disasters are not at all probable by this water route.

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Albert C. Elser, a Milwaukee banker, has been elected a member of the Board of Trustees of the Chamber of Commerce Gratuity Fund. He succeeds J. W. P. Lombard, bank president, who served on the board for 15 years.

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A consignment department will be continued by the Urdike Grain Company under the management of L. J. Keefe.

\* \* \*

The Milwaukee grain market has adopted a standard selling ticket which will be in operation by the end of the year. All facts of importance in the inspection of the grain and seeds will be stated on the ticket hereafter.

\* \* \*

The latest figures on grain storage at Milwaukee indicate relatively small stores of most grains with 66,000 bushels of wheat in round numbers, 304,000 bushels of corn, 225,000 bushels of oats, 87,000 bushels of barley, and 65,000 bushels of rye. Only the stores of oats and corn are of fairly large volume.

\* \* \*

Despite the liberal receipts of corn recently, the trade has been able to absorb all offerings with relative ease. The local industries are steady buyers of corn in large quantities and the demand for shipping is also strong.

\* \* \*

Secretary Harry A. Plumb of the Chamber of Commerce says that the grain men will pay freight on a car of clothing for the Pueblo flood sufferers, this being considered a desirable method of contribution to the distress there.



ACCORDING to the monthly report of the statistician of the Commercial Exchange, the stock of grain in public warehouses in Philadelphia on June 1, were: 451,244 bushels wheat, 276,309 bushels corn and 242,703 bushels oats, compared with 535,088 bushels wheat, 551,681 bushels corn and 139,026 bushels oats on May 2, 1921 and 2,198,271 bushels wheat, 50,072 bushels corn and 151,193 bushels oats on June 1, 1920. Receipts of grain at Philadelphia during the month of May were: 2,219,680 bushels wheat, 1,011,254 bushels corn, 321,292 bushels oats, 87,730 bushels rye and 2,742 bushels barley. Exports from this port during the month of May were: 2,206,795 bushels wheat, 1,258,233 bushels corn and 160,952 bushels rye.

\* \* \*

New memberships in the Commercial Exchange have been petitioned for during the past month by John D. Bossert and Lamour & Co.

\* \* \*

Louis G. Graff, formerly the largest exporter of grain in Philadelphia and ex-president of the Commercial Exchange for five consecutive years, arrived on the steamer *Olympic* about three weeks ago from an extensive tour of Europe, visiting Great Britain, Belgium, Holland, France, Italy, Switzerland and the northern coast of Africa. Mr. Graff left this country November 3 last for the tour, and was accompanied by his wife and daughter.

\* \* \*

W. George Coleman, general sales manager of the firm of C. S. Coleman & Co., receivers and shippers of grain and mill feed, has returned to his office in the Bourse after spending some time in Georgia and North Carolina.

\* \* \*

Weather conditions this spring have helped the wheat in Pennsylvania and it is believed the crop will compare very favorably with that of last year, although the acreage of 1,556,140 acres reported to the State Department of Agriculture as being in wheat is less than the acreage at this time a year ago. There is much interest in what will be put into the ground for spring wheat. Last year it amounted to 21,000 acres. Pennsylvania is a winter wheat state.

\* \* \*

S. High Levan and Samuel J. Gibby were elected to membership in the Commercial Exchange at a recent meeting of the Board of Directors of that Association.

\* \* \*

Walker, Diehl & Walker will, on July 1, succeed Diehl, Omwake & Diehl and will operate the elevator of the Culberston Feed & Grain Company, Culberston, Pa., the warehouse of the Marion Warehouse

Company, Marion, Pa., and the warehouse of John A. Diehl & Co., Richmond Furnace, Pa., which the new firm has recently purchased, in conjunction with the Western Maryland Elevator at Eltenbald, Pa. The new firm is composed of Frank C. and Paul Walker, who for 10 years have been in the grain business, succeeding their father, Geo. Walker, and Tolbert M. Diehl, son of John A. Diehl, who is retiring after almost 60 years in the grain business.

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By mutual consent the firm of Hughes & Dier, members of the Commercial Exchange, was dissolved May 18. The business will be continued and succeeded by E. D. Dier & Co.

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On July 1, J. Edward Omwake will retire from the firm of Diehl, Omwake & Diehl of Chambersburg, Pa., and form a partnership with his brother C. P. Omwake, under the name of Omwake Bros. who will operate the elevators of the Greencastle Elevator Company and Lemaster Feed & Grain Company, which they recently purchased.

\* \* \*

William Scattergood of the grain and feed firm of S. F. Scattergood & Co. has been spending some time touring the state of Pennsylvania.

\* \* \*

Corn root rot is causing serious loss to the farmers of Sussex County, Del., according to Dr. Adams, Associate Plant Pathologist at the University of Delaware. This has become known by numerous tests of seed corn which have been made recently. Diseases of the seed corn, he claims, is reducing the stand through poor germination.

\* \* \*

The Executive Committee of the New Castle County (Del.) Farm Bureau met at Wilmington, Del., recently for the purpose of arranging final plans for the erection of a grain elevator which is to have a capacity of 20,000 bushels and will cost approximately \$15,000. W. T. Boyd made a report on the loans aggregating \$100,000 which the New Castle County Farm Bureau Loan Association had made to grangers in the past years.

\* \* \*

The Commercial Exchange was represented by its traffic manager at a recent convention of the National Industrial Traffic League held in Cleveland, Ohio, to discuss railway rates and Warfield plan for railroad management. Action was taken on the question of rate making by legislation, as proposed in measures before Congress; emergency powers of Interstate Commerce Commission to establish preferential car supply, as applied during coal shortage last summer, and revision of the Esch-Cummins Transportation Act. W. H. Chandler, traffic manager of the Boston Chamber of Commerce, is president of the League. About 400 delegates attended the convention which was held at the Hotel Winton and open to the public.

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As a result of the protests entered for Philadelphia shippers by the Commercial Exchange, Chamber of Commerce and other organizations of this city, against the wiping out of the differential enjoyed by this city over New York shipments to 26 points in the South, in and about Memphis, the railroads recently agreed to a suspension of the new rates. The postponement of the rate application will be for four months from July 28, during which time the Interstate Commerce Commission will have a chance to study the brief submitted in protest against the new rate.

\* \* \*

The Omaha Alfalfa Milling Company, manufacturers of alfalfa and grain products, have planned to enlarge the scope of its activities in Philadelphia and conduct its business upon an entirely new basis. The chief feature of its new policy is the maintenance by the company of local extension warehouse facilities and to this end they have secured storage space and an office at Merchants Warehouse, Thirty-first and Chestnut Streets, Winfield S. Woodward, member of the Commercial Exchange and formerly of W. S. Woodward & Co., having bought an interest in this company, has become one of its managing directors, and will assume complete charge of its business in this section. He succeeds J. O. Loch, who now becomes director and general manager at the home office.

\* \* \*

This year's wheat crop in Pennsylvania is expected to total 29,750,000 bushels compared with 26,774,000 bushels last year according to a report of the State Department of Agriculture, based on crop condition of June 1. The conditions being 98 per cent of normal, forecasting a yield of 19.5 bushels per acre. The 10 year average yield for the state is 24,422,900 bushels. The condition of rye was 98 per cent, indicating a total yield of 3,965,000 bushels compared with 3,810,000 bushels last year and a 10 year average of 4,499,000 bushels.

\* \* \*

The number of cars unloaded during the month of May, 1921, at the Girard Point Elevator was: 467 wheat, 433 corn and 55 rye; at Port Richmond: 880 wheat and 140 corn; at Twentieth Street: 10 corn, 115 oats, 2 barley, 2 peas and 4 kaffir corn.

## INDIANAPOLIS

EARL BULLOCK - CORRESPONDENT

**M**ANUFACTURERS of grain products and buyers and shippers of grain in Indianapolis will again be permitted to enter the European export fields, from which they have been entirely excluded for three months, and in some respects for more than a year, because of freight rate discriminations against Indianapolis, both in incoming shipments from northern and western territories and in outgoing shipments destined for export through Atlantic Seaboard rate tariff and recommendations now before the Interstate Commerce Commission, according to L. E. Banta, traffic expert of the Indianapolis Board of Trade. That the new tariff will be approved and the discriminatory recommendations accepted are the assurances to Mr. Banta.

Indianapolis will also be enabled materially to increase its grain receipts, declares Mr. Banta, and greatly to extend the territory in which its shipments originate. Not only will the city benefit in these respects, but it will also be able to regain much of its business lost in the past year, in the opinion of the Board of Trade expert. Before the discrimination became effective, Indianapolis exported about 40 per cent of its grain receipts, says Mr. Banta, but in recent months the export business has dwindled to practically nothing. Receipts have fallen off considerably on the local market and last year were practically 12,000,000 bushels less than the previous year. The rate discriminations were a big factor in this loss in that Indianapolis was put at a big disadvantage in buying, because it had no export outlet for its grain and had to distribute it entirely in domestic fields.

These discriminations will be equalized sufficiently to put Indianapolis on a parity with its competitors on shipments through the Atlantic Seaboard export points by the new freight rate schedule, agreed to by railroads centering in Indianapolis and others handling Indianapolis consignments to Atlantic Seaboard points.

The new tariff has been prepared and submitted to the Interstate Commerce Commission for approval, and in Mr. Banta's opinion will be permitted because it is a joint request from the several railroads, which include the Pennsylvania lines, the New York Central lines, the Wabash Railroad, the Clover Leaf Railroad, the C. I. & W. Railroad and the B. & O. It reduces the freight rates to Atlantic Seaboard points about 3 cents per hundred-weight on grain and grain products, and puts Indianapolis shippers in a position where they can meet the competition of Peoria, Ill., and St. Louis, Mo., and of Chicago on its rail shipments. Chicago, however, will hold its advantageous rate when it utilizes its waterway, but this will never be overcome, says Mr. Banta.

The new tariff is effective July 1, in time for Indianapolis to take advantage of the new crop movements in wheat, which will begin about the middle of next month. The reduced rates came after a long fight waged by the Board of Trade through its traffic department.

Officials of the Quartermaster Corps of the U. S. A., stationed at Ft. Benjamin Harrison recognized the services of the grain dealers of Indianapolis recently when they were invited to attend a celebration of the one hundred and forty-sixth anniversary of the Quartermasters Corps of the United States Army. The men in the trade were invited because of their work during the war. The dinner was one of a number given in various parts of the world where the Quartermasters Corps is stationed. State, city and civic officials made address at the dinner, which was one of the largest ever held in this city.

A Nominating Committee to select the regular ticket to be voted on at the annual election of the Board of Trade soon, was elected recently. In the order of the number of votes received the members of the committee are: A. M. Glossbrenner, Edward R. Raub, Charles C. Perry, L. L. Fellows, John E. McGettigan, E. Clifford Barrett and Edgar D. Anderson. The ticket will include candidates for president, vice-president and treasurer, to serve for a year, and 10 members of the governing board, to serve for four years. It is probable that there will be independent tickets which can be named by five members.

The wholesale family of Indianapolis has been increased by the opening of a wholesale house here by the Continental Paper and Bag Mills Corporation on Madison Avenue, near Lincoln Lane. Announcement of the new commercial enterprise was made by the Bureau of Industry of the Indianapolis Chamber of Commerce. With J. K. Milroy as district manager, the concern will serve the State of Indiana with its products, such as paper bags, sacks, wrapping paper, tissue paper, toilet papers, paper towels,

envelopes, egg cartons and kindred commodities. The Continental Paper & Bag Mills Corporation operates 13 wholesale houses throughout the United States to distribute the products from its nine mills and factories located in Rumford, Me., Ashland, N. H., Watertown, N. Y., Greenwich, N. Y., Oconto Falls, Wis., Cincinnati, Ohio, Marinette, Wis., Menominee, Mich., and York Haven, Pa. The authorized capitalization of the corporation is \$12,500,000. The new house will carry sufficient stock to meet the demands of Indiana. Formerly the corporation maintained a sales office here, shipping from other houses.

A pencil, bearing the name and address of the Walton (Ind.) Farmers Elevator, proved to be a big obstruction in the path of Matt Penny, age 22, and Ora McIntosh, age 23, in their attempt to drive to the Pacific Coast in an automobile which had been stolen from a Cass County farmer. The young men are now held in the Cass County jail after having been returned from Lyndon, Kan., where they were apprehended several days ago. The two drove into the small Kansas town to replenish their supply of gasoline. The machine bore a Missouri license. Actions of the youths aroused the curiosity of officers and a patrolman saw the pencil in the machine. After examining it the two were taken into custody.

Formal transfer of the property of the Farmers' Co-operative Company at Richmond to the Greens Fork Grain Company marks the final chapter in a long series of misfortunes which befell the co-operative company. A possibility of a declaration of bankruptcy, with the appointment of a receiver, preceded the decision to sell the elevator to the Greens Fork Grain Company, which was formed for the express purpose of taking over that property. With what was claimed to be insufficient capital for operating, funds of the company were tied up in stocks during the depression, and directors of the co-operative company were obliged to make individual notes for operating capital. Unwilling or unable to do this longer, it was finally decided to dissolve the co-operative concern, as several citizens showed themselves willing to take over the property. The price agreed upon is not revealed, but it is understood to be sufficient to satisfy many of the claims against the co-operative and former members withdrew with what was assigned to them.

A loan of \$10,000 to the United States Grain Growers, Inc., was made recently at the Indiana Federation of Farmers' Associations, it was announced by E. E. Reynolds, secretary of the Federation. The loan, authorized at a recent meeting of the Board of Directors, will be used by the corporation with other loans which are being received from state federations temporarily to finance the organization. The loan is payable within a year, with interest due at 6 per cent. Another loan of \$10,000 will be made soon by the Federation to the corporation, it was announced.

## LOUISVILLE

A. W. WILLIAMS - CORRESPONDENT

**T**HE situation continues a little dull locally, the elevator companies having very little business coming through, and the hay and grain trade generally reporting business as quiet. During May there was some little demand with the retailers and jobbers resulting from the spring racing season and increased demand from the South Louisville district, but that is over now. Local elevators are handling a little corn, and some oats, but there is no movement of wheat, as all wheat is going direct to mills, either from outside points or from the few growers who have any wheat left in hand.

There has been a very active demand for poultry feeds during the past month, and some of the manufacturers and jobbers have reported good business in this end of the game. The house of Edinger & Co., jobbers, who also manufacture feeds, recently reported that they were being forced to run on Saturday afternoons in order to meet demand. The Ballard & Ballard Company, millers, who closed down their feed and cornmeal mill some months ago, have continued producing poultry feed, as there has been a ready demand for this item.

In stock feeds demand has not been active, due to fine pasturage and cheap grain, along with the fact that stock prices are off, and farmers are not feeding high priced or cheap feeds either to produce fat for a low market return.

Brewers are using a good deal more material now than for some time past, there having been a very active demand of late for the generally improved beverages that are being marketed by the leading brewers.

In mill feeds prices are low as compared with flour, but feed is hard to dispose of. Bran is quoted, cotton, carlots, selling Louisville, \$25 a ton; mixed feed, \$26; middlings, \$27, and hominy feed, \$26. Manufactured feeds are just as dull as mill feeds, molasses feeds being especially quiet, while seedsmen report only small sales

of sorghum cane seed this year, as growers can't see much prospect of a good demand for sorghum from the feed manufacturers this year. Some of the manufacturers of poultry feeds are asking as high as \$38 for scratch feed and \$46 for laying mash. Cracked corn has been active.

Hay and straw have been dull here since early spring, the Southern demand not having amounted to much, while the country has been fairly well supplied as a whole. However, prices have been very well maintained as a whole.

Hay prices, as a whole, are much better than was expected earlier in the season. Baled hay, No. 1 Timothy, is commanding \$22.50 a ton; with No. 2, \$21.50; Mixed No. 1, \$20; No. 2, \$18. Clover, No. 1, \$18; No. 2, \$14; wheat and oat straw, \$13; rye straw, \$19. These are selling prices, car lots, Louisville, jobbers' quotations.

Grain prices have been holding rather firm for cash, with corn quoted at 68 cents for No. 2 White, 67½ for Yellow and 67 for Mixed. Oats are quoted at 44 cents for No. 2 White, 43 for No. 2 Mixed and 43½ for No. 3 White. Demand for grain has been in spurts, the market improving temporarily, and leading the trade into thinking there would be some business, and then slumping off again.

The Kentucky Public Elevator Company reports a fair volume of business as a whole on small lots of corn and oats, although nothing like the usual May and June business, which as a rule is active. This year there has been very little business from the far South, and practically no storage of wheat in the local elevators. Mr. Dickson reported that there was a fair prospect of a good wheat crop in Kentucky and southern Indiana, and that indications were that the elevator companies would secure a fair volume as a whole.

One of the most interesting bits of news received in the local grain trade in some weeks is in connection with reports from cooperage concerns to the effect that distillers are asking for prices on barrels. They know the market on grain, but there is no standard market on barrels. It is reported that distillers are planning to run a little on new whisky, as the younger ages are getting scarce.

Although general wheat estimates have been greatly reduced in the past few weeks, indications are for a fine wheat yield in Kentucky and Indiana this year from a nearly normal acreage. Weather conditions have been good, there having been enough light showers to make for good wheat. It is reported that the crop has headed out nicely and is now ripening with good weather for the purpose.

Columbus, Ind., under date of June 6, hasn't quite such a good report to make, it stating: "C. M. Job, agricultural agent for Bartholomew County (a prominent wheat growing district), estimates that the wheat yield in the county this year will not exceed 50 per cent of a full crop, owing to unfavorable weather conditions this spring and damage done by Hessian fly, red rust, and smut. He estimated that the total yield this year will not exceed 400,000 bushels as against almost double that last year."

As a result of the fact that indications point to wheat opening at a high price this year, compared with pre-war years, there may be some slow buying by millers at the start of the season, due to heavy losses sustained last year by buying too early. This may result in the elevator companies receiving and holding in storage more wheat for farmers than usual.

The Ballard & Ballard Company, millers of Louisville, in discussing wheat prospects, under date of June 3, said: "The wheat situation is bullish with a big B. The scantiness of the visible supply, now about 8,000,000 bushels; the daily shrinkage of the prospective new wheat crop, now cut down 100,000,000 bushels since the Government estimate of May 1 in the five states of Texas, Oklahoma, Kansas and Nebraska and Missouri, the unabated and increasing export demand for new wheat from Europe, with exporters bidding today 20 cents a bushel over the Chicago July option; the Fordney tariff bill, placing a prohibitive duty of 35 cents a bushel against Canadian wheat—all these factors create a situation of nervous uncertainty, and reflecting higher wheat and flour prices. Unhappily we can look forward only to continuous, erratic and sensational fluctuations on the new crop year. We shall do well to buy new wheat as low as \$1.25 a bushel at Ohio River crossings. Our mill will operate next week, but will be closed down tight June 12 to 26, inclusive, for annual house cleaning, repairs in the mill, etc. Next week offers the last opportunity to buy old wheat flour before entering the new crop year."

Frank H. Nesmith, for years prominent in the local feed and grain business, having for years been with the firm of Nesmith, Wilkes & Seaman, prior to becoming buyer for the Ballard & Ballard Company, lost his wife, Mrs. Mollie M. Nesmith, 50 years of age, on June 1, following a short illness. She was survived by her husband, one daughter, two brothers and parents, also a sister, all residing in the Mt. Vernon, Ill., district.

# ASSOCIATIONS

## KANSAS DEALERS HOLD ANNUAL CONVENTION

Kansas City entertained the Kansas Grain Dealers Association for the first time in four years at the twenty-fourth annual convention, held at the Coates House in that city, May 24, 25 and 26. While the attendance fell slightly below expectations, it fully equalled the usual average, and included a number of visiting grain men from neighboring states.

The Kansas City Board of Trade acted as host for the visiting dealers and their wives, many of whom visited the trading floor of the exchange. The dealers were further entertained at the theater, and there was a special automobile trip for the visiting ladies on Wednesday afternoon, ending with a luncheon at the Hillcrest Country Club.

### TUESDAY AFTERNOON SESSION

The convention was called to order at 2 p. m. Tuesday, by President W. S. Washer of Atchison. After invocation by the Rev. R. N. Spencer, President B. L. Hargis of the Kansas City Board of Trade welcomed the visiting dealers to the city. Response to the address of welcome was made by

ment of Agriculture tending to encroach upon our business by endeavoring to establish direct connection between the producer and the consumer and thus to eliminate the middleman. The success of the effort is not apparent. In fact, it is merely laughable. Yet the tendency and the thought is apparent and as middlemen performing a valuable function in economic distribution, we are warranted in protesting against this governmental tendency.

We have heard a great deal lately of the Committee of Seventeen and its farm marketing plan. There seems to be some fear in the minds of some of the grain trade as to the effect of this proposed action upon the established grain trade. To my mind the success of this plan is depended upon the answer to four questions.

First: Does it fill an economic need?

Second: Is it feasible and will it accomplish the things now being done by the established trade in a better and more economical way?

Third: Has it the proper leadership?

Fourth: Can it be properly financed? If the Committee of Seventeen with the organization that it proposes to form, can do the things now being done by the established grain trade of the United States, better than it is now being done; if grain can be handled more economically and traffic move along lines of less resistance, then the movement deserves to succeed.

If we, as independent grain dealers, are not performing our functions along the lines of "the greatest good to the greatest number" of our people, then we deserve to be supplanted by a newer and better system. However, history and investigation have gone to show that the grain trade as now established

manner, and was warmly applauded. Mr. Hargis said, in part:

### CAN LEGISLATION FIX PRICES?

I do not believe that six to six and a half million men in the United States, who are producers of grain or other farm products, would be willing to assign their rights of contract, to assign their rights of liability so far as production is concerned, to one, three or five men, or a Committee of Seventeen, or any other number of men, and delegate to these men the authority to say for them that this wheat shall be marketed when they believe it is advisable to market it; that this wheat shall be marketed on such terms as they think it advisable to market it. The plan of the Committee of Seventeen, and their intentions toward the American producer, is outlined in a pamphlet which I have here, written by a very able man, and headed, "Shall, or Can, the Farmer Fix Prices."

Now the plan does not hinge exactly on the commission rate; it must be obvious to you that the commission rate itself is not a very consequential matter to the average American consumer. We will assume that the co-operative companies under their plan might become members of exchanges, and after admission there that they would handle grain of these Kansas producers and distribute their profits on a patronage basis. We will assume further that the average Kansas farmer will produce 2,000 bushels of wheat—that's merely an off-hand figure. We must assume, in the light of what I know of the cost of the grain business, and the handling of grain, that if this wheat sells at \$1 a bushel and a 1-cent commission prevails, the cost of actually handling that grain at terminal points would be at least five-eighths of a cent, and leaving a quarter to three-eighths of a cent net return to the producer. Now, admitting that there might be an earning there of a quarter or three-eighths of a cent, or, we might even say a half a cent, as commission, in five years that would mean a return of \$25 to \$50 on his entire output for that period; that is, 10,000 bushels at from a quarter of a cent to a half a cent a bushel. Now, it must be that, from \$25 to \$50, no producer in America is going to mortgage his output for five years. He has no object beyond that. His objective is the con-



KANSAS DEALERS IN ANNUAL MEETING AT KANSAS CITY

President Washer, and he followed it immediately with his annual address, in part as follows:

### PRESIDENT'S ADDRESS

During the past year the nation has passed through one of the most severe reconstruction periods in our history. The grain trade and the milling trade have of course suffered greatly in this readjustment. The dealer is fortunate indeed who can show a profit upon his transactions for the current year and if he has made a gain, he is entitled to be called a "prophet," and should not be without honor even in his own country.

It is to be sincerely hoped that the swing of the pendulum will now become less violent; that we are rapidly approaching a period of normal prices and that business conditions from now forward will be more pleasant and profitable. As a natural result of the extraordinary conditions that have prevailed, the grain trade is now confronted with the usual amount of hostile legislation accompanied by a lot of new or re-vamped economic theories that theorists, idealists or grafters wish to foist upon the nation.

There has been passed by the House of Representatives and sent to the Senate, a measure known as The Copper-Tincher Bill, regulating future trading in grain. As originally proposed, this measure was designed to be beneficial in nature, in that it was to correct some evils that have naturally grown up about the systems of future trading. However we are advised that just before its final passage by the House of Representatives, it was amended in such a way as to put the control of future trading absolutely in the hands of the Secretary of Agriculture.

The grain trade, and in fact the whole business of the nation, has had enough of government control of business. We have been promised by no less a personage than the President of the United States, that we were to have "more business in government and less government in business."

We respectfully submit that if there are evils in the present system of future trading that they should be corrected. It is this writer's personal opinion that wire houses should only be established in market centers and that ill-advised speculation by the gambling element by those who have no sense of market values and who are in no wise connected with the grain trade, should not be permitted.

The corrective measures adopted by The Chicago Board of Trade, seem to be in line with the most enlightened thought upon this subject and if it is necessary to make these measures effective by legislation, well and good, but to place the whole system of future trading under absolute governmental domination, is but a step toward placing the entire trade in government hands. This is not in accord with the best traditions of the Republic.

We find the Bureau of Markets of the Depart-

ment of Agriculture is handling the business of the nation in a splendid fashion, and it is my belief that this new and impracticable theory cannot be workable or result in economic good.

Our success as members of the grain trade must be based upon the services rendered to our public. Therefore, it is meet, right and our bounden duty to improve our business methods to the end that we may render the very best possible service. To that end we should cultivate within this Association mutual effort; a co-operative spirit; and the idea of mutual helpfulness toward both the producing and consuming public that we serve. Our interests as grain dealers are bound up with those of the producer of grain. We should therefore work in the closest harmony with the producers upon whom our livelihood depends. Improved agricultural methods in the marketing and the handling of grain upon the fairest possible margin, all are matters that should receive our earnest and continued attention. If we do these things in a public spirited way, we have little to fear from theoretic agitation.

We are pleased to report that the affairs of the Association in the past year have been prosperous. Due to the unremitting efforts of your secretary and in spite of unsatisfactory business conditions, the Association has shown a net gain in membership the past year of 84 members, and now consists of 608 members, representing 985 elevators in Kansas, eastern Colorado, southern Nebraska and northern Oklahoma. That it has been necessary to expel but one member during the year, speaks well for the ethical standards insisted on by this Association.

Your officers wish to express appreciation for the fine spirit of co-operation manifested by the membership throughout the past year. We solicit your continued interest on behalf of this organization, which for a quarter of a century has meant so much to the grain trade of the central West and the nation. The organization is yours. You can make out of it just as much as you put into it in the way of interest, enthusiasm and sincere effort.

George T. McDermott, a prominent attorney of Topeka, Kan., followed with an address on "Future Trading." Mr. McDermott pointed out the benefits which accrue to both producer and consumer through future trading and sketched the probable results if it were abolished. He urged the abolition of indemnity trading and steps to curb manipulation.

President Hargis of the Kansas City Board of Trade then delivered an address "Can Legislation Make Prices?" Mr. Hargis analyzed legislation which is now agitating the trade, in a masterly

trol of the American wheat supply, both as regards the producer and the American consumer.

Now, that is the theory—that is the plan, as published of the Committee of Seventeen; their ultimate object has nothing to do specifically with the commission basis, although that is named as a primary objective. They state further that they want to go into the going exchanges. They want to bring in their own state regulations, or national regulations, which will permit them to make profit distribution on the basis they may desire. The reason they want to make profit distribution on the basis they desire is that it serves as an added invitation and incentive to the producer to join, feeling all the while, as he will, that he will have a part in the marketing of his grain, and will get some small compensation for it; but, beyond that, the underlying thought is that, ultimately, there will be a control of the grain facilities at terminal points in this country at the ports of exit, at the country points, and so all along the line, until they can dictate to the American people exactly what the price will be, and, it must be apparent to you that, should this prove to be the case, the next move will be the mills.

Why, if this dream came true, there would be one organization in control of everything. This is a dangerous policy. It seems to me. I haven't any fear as to its ultimate outcome, because I feel that it is so broad and comprehensive, so fantastic, that it cannot be. I believe there can not be a surrender of individual rights, not only of the consumer, but also of the producer, which would be necessary to consummate this, but I do think you have to take into consideration that, for a period of a few years at least we will go through a time which will be beset with hardships and dangers, which will be costly to the producer, which will be costly to the consumer, which will be costly to the interior grain merchant. This thing has to be worked out by a process of elimination. If boards of trade do not belong, if grain exchanges do not belong, if country grain dealers do not belong, if only the co-operative societies of farmers belong, under the proper plan of economics in American life, it won't require legislation to make them; time will make it, and it cannot be made by legislation, in my opinion.

Mr. Hargis discussed the Tincher Bill particularly, covering its main points and the objections to it. Among other things he said:

This bill, as amended, has grown away from the correction of any so-called evils in organized grain exchanges, and has turned itself into a measure of absolute delegation of authority to one man, the head of an Executive Department of the Government to apply certain restrictions, or to relieve the market of certain restrictions, as his judgment dictates. That is a very dangerous thing, gentlemen, when they be-

gin to enact laws for the American people, when they want to enact laws which say "you must" or "must not" do certain things. I don't want a law put on the statute books of the United States, for me or for you, which delegates to a single man the interpretation of it, the regulation of it. A law which has an authority of operation, under such a policy, can never be any stronger than the weakest man who may ever be called upon to execute that law.

This may be a thoroughly good bill under Secretary Wallace, whom I understand is a very capable, serious and understanding man, but it does not follow that it might not be the most harmful bill under some man who might be appointed under certain conditions.

There is a clause in this bill which provides for the admission of country exchanges, provided their representatives applying for membership, on a board of trade, and so forth, comply with certain conditions. That's all very fine, but the sentence is not complete. It goes on to say: "If the same has the approval of the Secretary of Agriculture." Where great contracts involving not only thousands and hundreds of thousands, but millions and tens of millions of dollars are concerned, where is thus involved the things the consumer must buy, the determination of the rules and regulations of those exchanges should not be left to the judgment of one man; they should be left for the benefit of all people alike. There should never be discrimination against one, nor favor to the other. If the farmers come to us on the terms on which we have builded these exchanges, and under which we operate and have operated, all will be well.

This bill further provides the conditions under which a licensed market may be revoked; that seems to be the reverse of the judicial powers. The grain exchanges are not given a proper standing in the hearings in cases of suspended licenses. This takes away from us certain inalienable rights. I am quite sure that such things as that, in this bill, would prove such a bugbear, at least to those who became investors in the future market, and those who carry the hedges, that the trading would be so narrow that it would be possibly so harmful in its final analysis.

This bill, gentlemen, is a bill of Government control of business; this bill is far away from one of

these exceptions have taken chances that nine years out of ten would have forced them into bankruptcy.

Boards of Trade throughout the country have come in for their share of the blame and it is our opinion that these organizations made a very great mistake in reinstating future trading last July. The general public is mindful of the fact that from June 1, 1920, until July 15, 1920, or a period of 15 days, that the Grain Corporation did not function, and there was no Government guarantee on prices of wheat, and during this period, the extra fluctuations were only 12 cents per bushel on cash wheat on the Kansas City market. They also know what happened the following 15 days in July after future trading was reinstated. During the first 15 days of future trading in wheat, the range between the high and low price for No. 2 Hard wheat on the Kansas City market was from \$2.88 to \$2.28 per bushel, a drop of 60 cents per bushel.

I do not claim that the reinstatement of future trading was responsible for this decline, but do say that to the farmer and the politician it looks mighty suspicious. This leads up to the part the Kansas Grain Dealers Association has taken in Federal legislation as affecting future trading. I wish to say at this time that I have been censured by the grain journals of the country for the part we, the Association, have taken in the bill generally known as the Capper Bill. I wish to further say that the part that I individually have taken in the preparation of this bill has been submitted to our President and Board of Directors and they have approved of all that I have done. In fact, the President of this organization has been in attendance at every important conference while the bill was being considered. We believe the original Capper Bill meets with the approval of 90 per cent of the country trade, and as least, 50 per cent of the members of the Boards of Trade, excepting Chicago.

It is not the intention of this bill to prohibit trading in futures where futures are traded in as a hedge. The bill only limits future trading to those regularly engaged in the production, manufacture, sale and distribution of grain and grain products. It does prohibit by taxing the individual or concern that trades in futures for profit and gain alone. It further prohibits the establishment of offices in every town and hamlet throughout the country. Many well meaning

disposition on the part of the carriers to advance rentals far beyond what the tenant should pay.

I. C. C. Docket No. 9009, under the caption of "testing scales" made the following order: "Scales in regular service shall be tested at least once each year and every six months, where practicable, by an inspector experienced in the testing of scales." This is an order and in my opinion if shippers fail to have their shipping scales tested by a competent scale inspector at least once a year, the carriers can, and probably will, refuse payment of claims for loss in transit.

An agreement was made with the carriers operating in Kansas and Oklahoma, known as the "Oklahoma plan" for the carriers to test all scales, i. e. platform, automatic, wagon, and hopper scales, and where scales after test were found not weighing correctly, adjustment, and repairs were made on the ground, for which a charge was made to partly cover the expense. We believe this plan was satisfactory to practically all shippers.

For some reason, unknown to us, the scale department of the Santa Fe Railroad Company has refused to continue this agreement. The scale departments of the Union Pacific, Rock Island, and probably the Missouri Pacific will continue this service, and we hope to have the Frisco and Katy lines consent to continue this service on their lines.

While in the southwestern part of the state a short time ago, I called on a member of this Association, and he told me that he had decided to withdraw from the Association. When I asked him for a reason, he told me that, "we had not succeeded in having rates on wheat reduced to pre-war basis." This made me think of the story of a passenger on a Pullman car that asked the porter to change a \$100 bill. The porter thanked him for the compliment. I really felt complimented to think that some one had the high opinion of our ability.

The existing freight rates are an outrage, but who is responsible? The Interstate Commerce Commission cannot be blamed as they are only attempting to carry out of the terms of the Esch-Cummins Bill. Responsibility for existing conditions rests on the United States Congress. It laid the foundation for the difficulties confronting business today when it passed the Adamson Law. Having gotten the country into the present mess, Congress should be expected to



LINED UP IN FRONT OF THE COATES HOUSE, CONVENTION HEADQUARTERS

Government regulations, or legislation on grain exchanges. We have no fight with Congress, and we have no fight with the producer. We have no fight with the press concerning matters which are constructive in nature. We have the right of American citizens to fight; we have the right as members of the board of trade to fight; we have the right to present our case to you, and to ask you to fight to allow business to stay in the hands of the men who have made America the 110,000,000 people who comprise this country. All that we ask of the Government is that regulations made in any line of business shall be so wisely made as to provide preference for none and equality to all.

Following Mr. Hargis' speech Secretary E. J. Smiley delivered his annual report, the leading parts of which were as follows:

## SECRETARY'S ANNUAL REPORT

The past year has brought to the grain industry, problems which they have been called upon to solve. Many of these problems have been new to the present generation, as it has been many years since declines in prices have been as rapid and as disastrous to the elevator owners and operator. Many reasons have been assigned by many students of economics to explain this condition, and while the weight of opinion leans to economic conditions abroad, being responsible for the rapid material decline on all farm products, we are of opinion that we were outwitted by our English cousins, who, knowing that we produced a supply of foodstuffs in excess of domestic requirements, succeeded in forming a combination of foreign buyers who entirely eliminated all competition between foreign buyers for our surplus of food stuffs.

We believe that the grain trade of the country now fully realizes that a great mistake was made in discontinuing the Grain Corporation, for another year at least. Had this been done, we would have been in a position to have put a price on our farm products that would have at least paid to the producer the cost of production.

Is it any wonder or surprise that the producers of this country are looking for a goat upon which to place the blame? Naturally, the middle man and Boards of Trade were charged with the crime. As far as the local elevator operator is concerned he can easily prove an alibi by submitting a record of his losses for the current year. I am in a position to know that with but few exceptions, the country elevator owner and operator, as well as the mills, have been suspended between the devil and the deep blue sea, figuratively speaking, since the 1920 crop commenced to move. Those that have made operating expenses, or profits, are of the rare exception, and

people really believe that the only function of a Board of Trade is to gamble in grain and grain products. Since this agitation has started, the Chicago Board of Trade has spent thousands of dollars attempting to enlighten the general public showing them the difference between legitimate business, and the gambling feature, but without success. I believe that I voice the sentiment of a very large proportion of the membership of this Association when I state that we are not opposed to future trading, as it affords protection to the purchasers of cash grain, but unless the Boards of Trade themselves clean house, the element known as the "wire houses" can never again regain the confidence of the general public.

The only legislation enacted at the last session by the Kansas legislature that would affect the interest of the grain trade, was the Warehouse Bill, but it is innocuous as this bill, or the part referring to the licensing of elevator owners and operators as warehousemen, was left optional. I expect to present the objectional features of this bill to the elevator owners and operators during the local meetings that I will hold throughout the state the coming month. From reports, the grain trade of Kansas was more fortunate than those of other states in the grain territory. In this connection, I wish to state that if the elevator owners and operators could only be made to realize the influence their letters and wires have with their representatives when bills affecting their interests are under consideration, it would not become necessary for our office to issue S. O. S. calls two or three times during the consideration of important bills.

For the third time, we have introduced a bill in the Kansas legislature, the purpose of which was to give to the Public Utilities Commission of our state, authority to fix the rental value of land occupied by elevators and mills leased from the railroad company. At the preceding session of the legislature, we succeeded in getting this bill through the Senate, but it lost out in the House.

Without the enactment of a law similar to the law on the statute books of Iowa, tenants located on railroad right of way are at the mercy of the carriers. We note a late ruling from Chairman Clark of the Interstate Commerce Commission, in which he states that the railroad commission and public utilities commission of the different states, have, or should have, jurisdiction over railroad right of way. We will make a further attempt to secure the enactment of a specific act giving the Public Utilities Commission of Kansas authority to decide the rental value of railroad right of way, where the carrier's representative and tenant fail to agree as to such value. This is of great importance to every elevator owner and operator having property located on leased land, owned by the railroad company, as there is a

get it out. It should reduce both transportation charges upon passenger and freight, and also reduce wages, and give the producer some show. Congressman Tinscher from the 7th Congressional District from Kansas has introduced a bill in Congress to do away with the Railroad Labor Board. It provides for abandonment of this Board and a transfer of its powers and duties to the Interstate Commerce Commission. I would suggest that the Resolutions Committee make note of this and report on it.

Senator Smoot of Utah has introduced in the United States Senate a bill designed to revive the Federal tax law, by placing a sale tax on all sales and removing or taking off the excess profit tax. You can readily see what such a law would do to the grain merchant as cars of grain are sold several times and each sale would be taxed if this law were enacted, 1 per cent. It is our judgment that such a tax would revert back to the producer, as the tax would be deducted from the price. This bill, if enacted into law would place an undue burden on legitimate grain dealers. Another suggestion for our Resolutions Committee.

During the past year, our office received numerous complaints of discrimination in distribution of box cars, especially at non-competitive points. I made a thorough investigation of one of these complaints, and found that a mill at St. John, Kan., had been furnished with 90 box cars from July 15 to August 15, while the four elevators at that point, received a total of only 11 cars. We filed complaint with the Court of Industrial Relations and a hearing was granted, and as a result of this hearing, the Court made the following order, effective September 1:

"In case of the inability of any railroad company of companies to supply all such shippers at any shipping point, making legal demand therefor, with the number of grain cars demanded, in accordance with the provisions of the statutes of Kansas, all cars available for grain shall be distributed in such manner, as, if possible, to keep all the elevators demanding cars open and operating so as to enable all competitive purchasers in any community to participate in the buying of grain. In case it is impossible for any such railroad company to furnish sufficient grain cars at any shipping station to keep all the elevators open and operating, then and in that case all available grain cars shall be divided and distributed among such elevators and shippers, car and car about."

This order annulled I. C. C. order basing distribution of box cars on elevator capacity.

This Government scale should be discontinued at once. There may have been good reasons for the Grain Corporation to have adopted this scale when wheat was worth \$2.20 basis Kansas City guaranteed by the Government, but since prices have declined

to near pre-war prices, there is absolutely no justice in this differential being maintained. I had fully expected other organizations of like character as ours would have taken some action on this proposition at their annual meetings, but if any such action has been taken, we have not been advised of it. Quotations in the daily price current at Kansas City show that No. 2 and 3 grades of wheat have sold on the Exchange Floor in Kansas City for the same in some instances, above the price of No. 1. I hope the Resolutions Committee will make note of this suggestion and bring in a resolution, condemning the practice.

At our last annual meeting held in Wichita last May an entire session, and those of you who were present will remember that it was a long one, was given over to the changing of our trade rules. It develops that our amended rules differ from the trade rules of the Texas and Oklahoma Associations. It has been suggested that the trade rules of the three associations shall be made uniform, as the three organizations have a committee, known as the Tri-State Appeals Committee to which all trade differences may be submitted from the decision of the arbitration committee of the state organizations. It has been suggested by the secretaries of the Texas and Oklahoma Associations that our organization appoint a committee to meet with the committees of these organizations to prepare uniform trade rules. I would strongly recommend the appointment of committee by the president to meet committees from the Texas and Oklahoma Associations with a view of establishing uniform trade rules among the three organizations.

We will endeavor to arrange for a series of local meetings to be held during the month of June and fore part of July, in the following places: Joplin and St. Joe, Mo. (joint meetings); Iola, Salina, Dodge City, Liberal, Coldwater, Concordia, Downs, Phillipsburg, Colby, Atwood and Marysville, Kansas, and McCook, Nebraska, and Denver, Colo. Those of you who have heretofore attended these local meetings, we believe, realize their importance. We have endeavored to arrange these meeting places so it will be convenient for practically all members to attend.

I wish to state that the coming year is full of uncertainty. It would appear like Ishmael of old, that

World Banker?" Mr. Isely gave a fine analysis of this question, and we regret exceedingly that no copy of his speech is available for reprinting.

S. R. Duckett, manager of the Traffic and Claim Department of the Association, followed with a talk on claim collections, urging shippers to be particularly careful to read their contract forms before signing. This ended the morning session.

The afternoon session was opened with a talk by T. E. Brentnall, General Scale Inspector of the Union Pacific, on "Practical and Simple Methods of Caring for Scales and Grain Weighing Devices." Mr. Brentnall offered many valuable suggestions and pleaded for the co-operation of grain men.

The final address of the day was delivered by James T. Bradley, vice president of the Commerce Trust Company of Kansas City. Mr. Bradley took as his text "The Financial Situation" and sketched present conditions in an able manner. He assured the dealers that there would be plenty of money to finance this year's crop, and spoke very highly of his institution's experience in making loans to grain men. Last year the bank had loaned between \$80,000,000 and \$100,000,000 to grain dealers, and in 12 years had not lost a dollar to a grain firm. He gave it as his opinion that two more years might be required for a complete recovery from the present situation, but that when business finally reaches stability we will see the most prosperous times in the nation's history.

## THURSDAY SESSIONS

Ben E. Clement, president of the Grain Dealers National Association, delivered a masterly address at the Thursday morning session. Mr. Clement's subject was "Co-operative Marketing and the Bureau of Markets" and was as follows:

### CO-OPERATIVE MARKETING AND THE BUREAU OF MARKETS

The message I would deliver is not for your ears alone. It is not alone for grain dealers; it is for American citizens, whatever their occupation, their predilections, their hopes or purposes.

What we need today is to understand that the palladium of our liberties is the Constitution of these United States. That there is not any guarantee of equal possession, but that we merely possess equal rights before the law. Class consciousness and class effort refuses to recognize this principle, not because it does not know the wisdom and the justice of it, but because through a selfish and misguided leadership they are lead to believe they have the power, or encouraged to hope that they can exercise it for class aggrandizement. The time is fast approaching when the great mass of the people are going to realize that great combinations of labor, with their alliances and federations, and the great combinations of farmers, both now exempt from the limitations of law, are as great a menace to our liberties and national progress as were the combinations of capital to our commercial and industrial freedom.

There is no more reason for the existence of combinations of labor that can, at the dictation of a few men, tie up the industries, throttle commerce, intimidate and browbeat public men, yea, even constrain the Government, by threats, to do its bidding, than there is justice in permitting aggregations of capital to hold up this nation. And again no combination of farmers should be permitted or encouraged to think that they can prey upon the masses.

Those seventeen wise men who are strenuously endeavoring, aided and abetted by the forces of government, to build up a great marketing organization of producers have one thing in mind, and but one, and that is through pooling farm products and having one central merchandising authority to thus gain the power to control the price of farm products. They would have you believe they have no purpose of tearing down the present marketing machinery, yet they have their paid agents in Washington endeavoring to secure legislation that would destroy the most vital unit in the present competitive system—the grain exchanges of the nation.

They would have you believe that they have no purpose of involving the Government in their schemes, but the first thing they did was to secure the services of Government employees, and two members of the Committee of Seventeen are paid employees of the Government, who go junketing over the country at public expense assisting in organizing a distributing agency whose avowed purpose it is to destroy the middleman. And I am frank to say that the middleman would deserve to be destroyed if he were responsible for the present condition of the farmers of our country. But no one has the temerity to accuse the middleman of being in any degree responsible for the farmers' present difficulties, though some, especially the politico-economists of the Bureau of Markets at Washington, are endeavoring to convince the farmer that the middleman is collecting too heavy a toll for his services.

This agency of the Government, the Bureau of Markets, has been from its inception endeavoring through investigation of the cost of distribution, the methods of handling and merchandising farm products in all its phases to show some justification for the Government involving itself in the business of distribution.

The only thing it has evolved so far is co-operation, which it would substitute for competition. Co-operation is but another name for socialism. Those who use the word would disarm your suspicion while they inject the virus of socialism into the commercial anatomy of the nation. The Bureau of Markets idea of co-operation, as exemplified by its encouragement and participation in the organization being promoted by the Committee of Seventeen, is "combination," this combination having for its purpose the revolution of the whole distributive structure which is co-eval and co-extensive with this nation.

At the dawn of the Christian era, certain wise men came from the East to pay tribute and bring presents to the new born Savior.

In these modern times the wise man, in the person of Sapirto, comes from the West, though I confess his name has an eastern sound, to point the way of salvation to the American farmer. He should know that there is a vast difference between pooling and merchandising a few hundred thousand boxes of oranges grown in a few counties of California and the pooling and merchandising of hundreds of millions of bushels of grain grown all over this vast continent. The difficulties are insurmountable. The scheme is visionary. The purposes are revolutionary. They are pursuing a

phantom in a vain hope of enlisting sufficient numbers in their chimerical scheme to give it substance. The only ones who can profit by the scheme are the schemers. The farmers never will. The consumers cannot. The competitive system cannot be improved upon.

The middleman, so-called, acts as a buffer between the producer and consumer. To destroy him would immediately create a conflict between the producer and the consumer whose interests would be opposing. The only way to destroy the middleman, if it could be done at all, would be to have such a powerful organization of producers that the producers themselves would submerge their individual freedom of action which itself would be destructive of their initiative and enterprise. The creation of such an organization would force an organization of consumers to protect themselves against the exactions of the producer class. It can be easily seen that all the food products cannot distribute themselves. There must be agencies of distribution which to be effective would have to be as widespread as the competitive agencies now in existence.

The difference would probably not be in numbers or extent, but would be in control. You can imagine better than I can tell you the inefficiency, the incompetency, the graft that would be inherent in such a system. Any savings effected would be at the cost of sacrifices of liberty, individual initiative and all those qualities of Americanism that so freely, so effectively find expression, and win accomplishment through competitive individualism.

The new idea is socialistic in its conception. It is socialistic in its design. It would be socialistic in its accomplishment. Socialism finds its inspiration in division. Competition finds its inspiration in multiplication. Socialism weakens the individual; competition strengthens him. Socialism submerges individuality; competition provokes its use and growth. Socialism destroys initiative; competition gives it free course. Socialism destroys the hope of gain; competition makes gain its handmaiden. Socialism shifts responsibility; competition makes you assume it. Socialism brings moral and intellectual decadence; competition is the anvil of the architect of man on which he beats out his moral infirmities and strengthens his intellectual faculties.

Competition is the energizing force of the world. The avenues of freedom are its race courses. Here



PRESIDENT JOSEPH D. MEAD

every man's hand is against the grain merchant. He is charged by the farmer with exacting unreasonable margins of profit. He is charged by the politician for political purposes, with robbing or holding up, both the producer and consumer, and the political agitator is now attempting to convince the producer as well as the consumer that if you are entirely eliminated, and he, given the opportunity to demonstrate his ability in marketing the product of the soil, the condition of man-kind throughout the country would be better. The Bureau of Markets, is assisting, or attempting to assist in your elimination at public expense. All of these things, and others not enumerated, will have to be contended with the coming crop year, notwithstanding the fact that the President of the United States in his message to Congress declared, "for more business in Government, and less government in business."

Following the conclusion of the secretary's report, President Washer appointed Messrs. C. C. Isely, J. M. Rankin and C. A. Kalbfleisch as the Committee on Resolutions.

Secretary E. D. Bigelow of the Kansas City Board of Trade was then invited to address the meeting. The veteran secretary spoke briefly on the functions and ethics of grain exchanges and assured shippers that they would always receive the best treatment from the Kansas City Board.

The meeting then adjourned until Wednesday morning.

## WEDNESDAY SESSIONS

The Wednesday morning session opened with an address by Prof. L. F. Melcher of Kansas State Agricultural College on the root rot disease, which has made its appearance in Kansas this year, and has assumed really serious proportions. This root rot is somewhat similar to the Australian "take-all." Prof. Melcher advocated crop rotation as the best method for combating the disease.

C. C. Isely of Dodge City, Kan., next gave an address on the subject: "What Interest Has the Farmer and Grain Dealer in America Becoming a



SECRETARY E. J. SMILEY

it wins its laurels. It has produced every superlative thing in existence. To cripple it would be folly. To supplant it would be madness. But, my friends, there are forces at work, some of evil design, others just as effective, but of unconscious purpose, seeking to change our commercial system from one of competition to one of socialism.

Only recently a president of one of our large Universities resigned, giving as his reason that the University was a hotbed of Bolshevism, that it was fostered by the faculty and outsiders, and that, worst of all, the stream of propaganda could be traced to the very heart of the Federal Government. I am going to be charitable enough to say that I believe that most of those in the employ of the Government who are espousing socialistic theories do not really mean to commit the nation to a socialistic regime, but they are a bunch of impractical, visionary men who in their misguided zeal to do something, not being grounded in the faith of the fathers, ignorant of the spirit of our institutions, being in power and conscious of their power, but ignorant of the limitations thereof by the Constitution, defiant of the will or wish of Congress, proceed along lines which they hope will make them popular with the classes to whom they are pandering.

As evidence of the disregard of constituted authority witness the recent request for deficiency appropriations totalling more than \$200,000,000 which had been spent in excess of legal authorizations.

The Bureau of Markets, a subdivision of the Department of Agriculture, seems to be the most pernicious and active propagandist of the National Government, whose efforts are directed toward the creation of new agencies of distribution. I have been making a study of this institution of our Government and I find it found its origin in the fecund brain of Secretary Houston whom the report on the Bureau of Markets says brought to the Department a "decided economic and social viewpoint." The first appropriation for the work of this division of the Department was \$50,000, made in 1914.

The Bureau of Markets was not created by law nor has it any legal limitations. It's absolutely a free lance and can go as far as the fancy of its officials can project it with the appropriations it can secure. It started out as outlined by Secretary Houston, to study organized marketing, form a market news service to study the cost of distribution and transportation. Of course they had to study these subjects, for these bureaucrats and politicians knew nothing about them.

Their first lesson cost the people \$50,000. While they were educating themselves at public expense it is for-

tunate that the business men of the nation understood these problems so well that they could function efficiently while the bureaucrats were learning how it was done.

The Bureau of Markets has been making wonderful progress, that is in securing appropriations, for while in 1914 the first specific appropriation for its maintenance was \$50,000, four years later, or 1918, the appropriation for its expenditure amounted to over \$14,000,000. The record tells us that while there was a very modest beginning in 1914 that in 1918 the number of employees had reached 2,289 and 108 branch offices of a permanent nature had been instituted. I have been unable to secure data covering activities of the Bureau during the past three years, but with the expansion of its activities to the states and its co-operative extension work conducted through the county agents the employees must be three times as many and the appropriations in the same ratio.

To give you an idea, however, of the ultimate scope that the activities of this Bureau may be expected to attain I will give you a little more of its history. In 1913 Congress considered the establishment of a Division of Markets. A bill was passed by the Senate and reported favorably by the House creating such an agency. To carry out its provisions a member of the Committee on Agriculture said that would require an untold amount which he estimated from two hundred million to a billion dollars. That was too big a jump and too radical a step to take at once. The politicians knew they would have to slip upon the blind side of the American people so the report says wiser counsels prevailed and it was decided to substitute for that bill an item in the Agricultural appropriations bill under which "tentative work might begin in a rather independent way."

I confess there are many useful functions that the Bureau of Markets might perform and thoroughly within the province of Government.

Any attempt to act as a distributing agency, or practice of organizing co-operative enterprises are wholly foreign to the functions of Government—an invasion of private business that will be fought to the uttermost by the Grain Dealers National Association. No greater calamity could befall this nation than the substitution of the political middleman for the commercial middleman. Distribution in the United States needs no impetus or direction from any kind of Governmental agency. The sagacity and business acumen of American business men in all fields of endeavor far exceeds any that the Government might be able to employ. All channels of trade are so thoroughly covered by American business men under the propulsive force of competition that no politician or bureaucrat can be of any service to them here.

Now in order that my attitude concerning the farmers and their problems may not be misunderstood I want to tell you I am a farmer myself. My father before me was one. I have no prejudice against them or their calling. All my sympathies go out to the producers of this country. They are the mainstay of the nation. They and their efforts are the very basis of our national wealth and our national progress and our national greatness. I would not do aught to hinder their progress. On the other hand I would do all to protect and to prosper them.

My attitude toward socialistic schemes for their amelioration is for their protection. My opposition to the Government showing them special favors is urged for the protection of the farmer and his fellow Americans and the guarantee of a government under which we can all live. Class legislation will engender jealousies, foment discord, break down the constitution and destroy our republican form of government.

W. K. Vandiver, Transportation Commissioner of the Grain Dealers National Association, addressed the afternoon session, covering in his speech the construction and maintenance of side tracks, liability clauses, ground rentals, loss and damage claims, carload minimums, reconsignments, demurrage, and other subjects of kindred importance.

J. D. Mead of Fort Scott read an interesting and valuable paper on "Expense of Operating a Country Elevator," giving a careful analysis of shipping and handling costs at country stations.

Chairman H. L. Shellabarger of the Arbitration Committee then rendered his report, and advised certain changes in arbitration fees to more nearly correspond with the amounts at issue.

The financial report was read by Secretary Smiley, showing receipts of \$12,287.20 for the year ended December 31, 1920, and a balance from the previous year of \$2,236.76. The year's disbursements were \$9,072.29, leaving \$5,451.67 in the treasury.

The Resolutions Committee then brought in their report, which included the following resolutions:

Demanding that freight rates on grain and grain products be substantially reduced by congressional action.

Instructing the secretary to continue his efforts to secure the enactment in Kansas of a law giving the Public Utilities Commission full authority to determine and fix the value of all railroad rights-of-way in the state.

Condemning Senate bill No. 202, which seeks to revise the Federal tax law by placing a tax on all sales and eliminating the excess profits tax.

Instructing the president of the Association to appoint a committee of two to confer with committees from the Oklahoma and Texas grain dealers' associations with a view to securing a greater uniformity of trade rules.

Instructing the president of the Association to appoint a committee of three to meet officials of the Kansas City Board of Trade with the object of abolishing the present differentials between grades provided for in purchase contracts.

Thanking the Kansas City Board of Trade and its officers for courtesies and hospitality shown the association during the convention.

It was moved and carried by a standing vote that a vote of thanks be extended President B. E. Clement for his splendid address.

The following resolution reaffirming confidence in Grain Exchanges, was also adopted:

Whereas, many unfair laws providing for the regulation, supervision and taxation of the grain exchanges are being sought which would badly cripple our present grain marketing machinery without attempting to provide any substitute guide to market values, and

Whereas, these well regulated public trading places throughout their years of slow development have striven to establish the sanctity of contracts to the

end that the influence of all buying and selling on the grain exchanges shall be reflected in the market price, and

Whereas, the grain exchanges make possible the expeditious marketing of grain at any time on a narrower margin than any other commodity is marketed, be it

Resolved by the Kansas Grain Dealers Association in Kansas City, this 26th day of May: That we believe that the grain exchanges afford the most efficient and the most dependable method of marketing grain yet devised, and we would consider it an economical blunder of grave import to the entire world for Congress to enact laws placing the grain business at the mercy of one man or under rigid regulations



ROY W. COX, DIRECTOR

which will cripple the exchanges or prevent the trades, there made reflecting the true market value of the grains traded in; and be it further

Resolved: That we reaffirm our full confidence in the ability and eagerness of the grain exchanges to correct every abuse which may arise in future trading to the end that all suspicion of market manipulation shall be removed.

The election of officers was then held and resulted as follows:

President: Joseph D. Mead, Fort Scott, Kan.

Vice-President: J. E. Burns, St. Mary's, Kan.



F. A. DERBY, DIRECTOR

Secretary and Treasurer: E. J. Smiley, Topeka, Kan.

Directors: F. A. Derby, Topeka, Kan.; Roy W. Cox, Elsmore, Kan.; E. L. Brown, Chester, Neb.

The convention then adjourned *sine die*.

## CONVENTION NOTES

Pencils were distributed among the grain shippers present by the Updike Grain Company of Omaha, Neb.

A Fairbanks Grain Tester was on exhibition for Fairbanks, Morse & Co., of Chicago. Mr. Taliaferro represented the company on the convention floor.

Other machinery companies represented were: The Richardson Grain Separator Company, of Minneapolis, by R. T. Carey; the Smith Scale Company of Columbus, Ohio, by H. C. Draver; the S.

Howes Company of Silver Creek, N. Y., by F. E. Dorsey; the Invincible Grain Cleaner Company, Silver Creek, N. Y., by F. J. Murphy.

J. Groseth and J. A. Chadwick represented the Strong-Scott Manufacturing Company of Minneapolis, Minn. They had on exhibition the Bird Shipping Scale.

A model of the Globe Dump manufactured by the Globe Machinery & Supply Company of Des Moines, Iowa, was shown to interested grain dealers by F. S. Harshbarger, the company's able representative.

The Trapp-Gohr-Donovan Company of Omaha, Neb., was represented by C. L. Trapp, G. E. Win-slade and J. C. Williams, with a wooden model of the well-known Trapp Truck and Wagon Dump on display.

Elevator builders and designers represented at the convention included: The Jones-Hettelsater Construction Company of Kansas City, represented by Mr. Hettelsater; the Burrell Engineering & Construction Company, represented by E. Lee Heindenreich.

## TEXAS GRAIN DEALERS MEET

The Texas Grain Dealers Association held its twenty-fourth annual meeting at Galveston on May 23-24. President B. E. Clement, of Waco, in his annual address reviewed the Southeastern rate case which is still in process of adjustment, and recommended some constitutional amendments and a modification of the arbitration rules and the trade rules. He spoke of the plan of the Committee of Seventeen which he designated "A scheme as visionary as it is revolutionary,—as dangerous as it is designing." He expressed sincere sympathy with producers but condemned those who took advantage of this condition by exploiting it.

Secretary H. B. Dorsey made his annual report in which he stated that the membership of the Association was 478 and that the amount of cash on hand in the treasury was \$8,555.86. He made a strong plea for better co-operation of the members in Association work, particularly with regard to answering inquiries to crop conditions.

E. W. Crouch of the Arbitration Committee reported that 109 cases had been filed during the year and that awards had been made to the amount of \$18,076.44. Twenty-two cases were compromised; 14 cases were dismissed. And at present there are 16 cases untried on the docket.

W. K. Vandiver, traffic commissioner of the Grain Dealers National Association, spoke briefly, reviewing work of the National Association on Docket No. 9,009, liability under the telegraph company's rules, and on the general reduction of freight rates. He invited all Texas dealers to send to him their traffic and transportation problems and he would render what assistance he could.

President Clement appointed the following committee:

Resolutions: R. I. Merrill, Fort Worth; Douglas W. King, San Antonio; J. C. Mytinger, Wichita Falls; W. R. Archer, Houston; Sam J. Smith, Waco; H. L. Strong, Wichita, Kan.; J. S. Gordon, Beaumont.

Committee on Recommendation of the President, Constitution and By-Laws: R. L. Cole, Krum; J. V. Neuhaus, Houston; Mr. Waters, Easton; L. C. McMurtrey, Pampa; Joe E. Lawther, Dallas; W. H. Killingsworth, San Antonio; Fred C. Cornforth, Waco.

J. C. Keel of Gainesville had for his subject "Is Compulsory Pooling of Grain by Farmers Best for All Interests?" He reviewed the various plans by which farmers propose to pool their grain and expressed his whole conclusion of the movement when he said, "You need not be afraid of a farmers pool putting you out of business."

## TUESDAY MORNING SESSION

The Tuesday morning session opened with a discussion of live weevil. A resolution was adopted that the Association go on record as favoring the controlling interests of any market taking such steps as may be necessary to eliminate live weevil from cars of wheat.

A resolution was also adopted requesting the grain supervising department to have the supervisors visit the various offices in their districts more often to promote uniformity in grain grading.

It was moved and carried that the Association appoint a committee of two to meet with a like committee of the other two southwestern associations to draft uniform trade rules and to report back to the Texas Association for consideration at the next annual meeting.

The Resolutions Committee presented resolutions covering the following subjects, which were adopted: Urging repeal of the Adamson Law and Clayton Act and advising reduction of railway wage scale; commending new elevator facilities at Galveston; endorsing rate making powers of state commissions; condemning disturbances by striking dock workers at Galveston; urging boards of trade to make stricter rules covering future trading, but condemning the vesting of autocratic authority to regulate boards in the Secretary of Agriculture or any other person.

Other resolutions were adopted, condemning ac-

tivity by Federal or state Government in commercial lines of business, and instructing the secretary to write to various exchanges to take necessary steps to establish grades for Country Run Cane Seed.

## TUESDAY AFTERNOON SESSION

Mr. Cole, chairman of the Committee on Constitution and By-laws, reported for that Committee and a number of changes in the instruments were adopted.

The Association voted to affiliate with the West Texas Chamber of Commerce and also to hire a traffic expert. Claude Mayer of Fort Worth was presented with a \$100 Liberty Bond as a prize in the booster campaign.

The following officers were elected for the ensuing year: President, John E. Bishop of Houston; first vice-president, R. I. Merrill, Fort Worth; second vice-president, Douglas W. King, San Antonio; secretary-treasurer, H. B. Dorsey, Fort Worth. Executive Committee: Allen Early, Amarillo; J. C. Myttinger, Wichita Falls; L. G. Bellew, Pilot Point. Arbitration Appeals Committee: John E. Bishop, Houston; E. W. Crouch, McGregor; W. H. Killingsworth, San Antonio; A. P. Hugston, Plano; J. M. Beasley, Amarillo.

The Executive Committee selected the following on the Arbitration Committee: Joe E. Lawther, Dallas; R. L. Cole, Krum; J. V. Neuhaus, Houston.

The convention adjourned *sine die*.

## INTERESTING MEETING IN OKLAHOMA

The twenty-fourth annual meeting of the Oklahoma Grain Dealers Association was held at Oklahoma City on May 18 and 19. President W. M. Randels of Enid, presided, but made no opening address, referring to the report of Secretary Prouty for the activities of the Association during the year.

Secretary Prouty covered in detail a variety of interests which the Association has had, including grain doors and cooping claims, loss and damage claims, legislation, arbitration and trade rules. Relative to the latter he drew attention to correspondence between the Texas and Kansas associations for a revision of the trade rules of all southwestern associations, making them uniform. He reported that the total membership of the Association of April 30 was 234, a substantial gain for the year.

Following Secretary Prouty's report, Frank J. Wykoff, president of the Trademen's National Bank of Oklahoma City, spoke on the financial situation, in which he reviewed briefly the banking and railroad problems now affecting grain dealers.

B. L. Hargis, president of the Kansas City Board of Trade, gave a very interesting address chiefly devoted to a condemnation of the Government proposal of control of the grain trade. He analyzed the Tinchin Bill, which is now before the Senate, taking it apart clause by clause and showing how foreign it was to all precedent and right.

W. A. Barlow, of Galveston, Texas, had for his subject, "Avoiding Difficulties at the Port of Galveston." He spoke of the frequent congestion of grain cars on Galveston Island for which owners could not be identified, creating delays of from 16 to 45 days. This condition was the result, largely, of the carelessness of shippers in not notifying their consignees of the shipment and the car number in which it was made.

John Fields, editor of the *Oklahoma Farmer* of Oklahoma City, spoke on co-operation and defended the movement on the ground that in many cases farmers were forced to unite to protect themselves. He expressed regret that farming has become so commercialized that there were many farms within the state which did not even have a cow, a pig, or chickens.

B. E. Clement, president of the Grain Dealers National Association, of Waco, Texas, spoke on "Co-operative Marketing and the Bureau of Markets." He condemned in strong terms the practice of the county agents in merchandising products and the Bureau of Markets for encouraging this practice.

At the conclusion of this session, President Randels appointed the following committees: Resolution, Dick O'Bannon, Claremore; Myron Humphrey, Chickasha; C. E. Munn, Enid. Nominating, J. S. Hutchins, Ponca City; M. C. McCafferty, Enid; George Moore, Oklahoma City.

## THURSDAY MORNING SESSION

H. H. Schutz, statistician of the U. S. Department of Agriculture at Oklahoma City, gave a careful review of the Oklahoma crop situation of May 1.

W. K. Vandiver, transportation commissioner of the Grain Dealers National Association, invited questions on transportation and a number of interesting points were introduced, including side track leases and maintenance, claims for loss and damage, and reconsigning rules and charges.

## THURSDAY AFTERNOON SESSION

M. C. McCafferty of the Auditing Committee approved the treasurer's report which showed a balance in the treasury of \$1,172.46 and \$112.50 due from Association dues.

Mr. Gale of the Claim Department of the Association showed that 388 claims had been filed during the year and a large amount collected.

A resolution was carried making the collection

fee for loss and damage claims 15 per cent instead of the 10 per cent now in effect. All members were urged to use the claims department.

Two hundred dollars were appropriated from the treasury for the Boys' Wheat Club Association.

Dick O'Bannon reported the following resolutions which were adopted:

### On Tri-State Trade Rules

Whereas, our secretary has recognized the efforts of members of our own and neighboring associations to lay foundation for a codification of grain trading rules, to the end that uniformity of rules may obtain in the states of Kansas, Oklahoma and Texas; and,

Whereas, expressions in general are favorable to this plan of setting up uniform trading rules for these three states through their Grain Dealers' Association; now therefore be it

Resolved: That as an expression of our faith in the purpose of those who are putting forth this plan, and as an expression of our desire as an association to become a party thereto, we memorialize both the Kansas and the Texas Associations to the foregoing effect, and ask them to signify at once to the Executive Committee of the Oklahoma Association that their respective associations through the proper association authorities of each, shall, at the end of 60 days, name two members from each association to meet with two members of the Oklahoma Association for the purpose of (and clothe with authority to, when acting as a committee of the whole) reducing to exact verbiage all rules of each of the three associations, when such rules aim at a common result.

The report of this Committee of the Whole to be adopted in turn by each Association through its Executive Committee within 30 days after such report comes into the hands of the respective Executive Committee chairman.

That all by-laws which are in hindrance of this move be by common consent set aside in order that this needed and important work may be pushed to an early conclusion.

### On Freight Rates

Whereas, the present low value of grain at American points of consumption, taken in connection with, or reduced by, the enormously high freight rates, brings so meager a result in the form of net proceeds to the farmer for his grain at country stations, or in the fields; and,

Whereas, the situation is such that discouragement confronts the farmer and there is not incentive for him to produce under these conditions, and,

Whereas, in the consideration of freight rates now in effect, it is believed that these rates are the result of the so-called 6 per cent section of the Transportation Act, effective March 1, 1920, which said section instructed the Interstate Commerce Commission so to levy freight rates upon all traffic as would bring returns as nearly as possible to 6 per cent of the value of the railroad property devoted to public use; and,

Whereas, it is learned that the Interstate Commerce Commission through a public address made by its chairman, informed the citizenship of the country that freight rates could not be reduced for the reason that rates now in effect had not, up to the present time, yielded to the railroads the 6 per cent which the said Transportation Act undertook to insure them; and, assuming from the foregoing that no relief can be expected from the Interstate Commerce Commission, which, through its chairman, has spoken as aforesaid; now, therefore be it

Resolved, by the Grain Dealers Association of Oklahoma, assembled in annual convention in Oklahoma City, May 18 and 19, 1921, that present freight rates upon grain and grain products should be materially reduced in one form or another by congressional action.

This convention does not want to be understood as saying that the prevailing low prices on grain can be charged wholly to high freight rates, for it is recognized that conditions of economic kind have entered into all readjustments of value; but this convention does, nevertheless, express itself as wholly convinced from experience and observation that the existing freight rates do stifle, limit, and to a large degree prevent the movement of the traffic of the country, and the sale of raw products upon a living basis—weighing against the price at points of consumption the very low prices which farmers are receiving at points of production.

Therefore, regarding present conditions as insufferable and believing that a material reduction in freight rates will probably not be made without a proportionate decrease in railroad operating expenses, be it

Resolved: That we offer it as our belief that present rates of compensation as paid to officers and employees are excessive; and, furthermore, that in the payment of employees there exists abuses which should be corrected; and above all, that eight hours service should be given by an employee where eight hours' pay is received; and that in all cases the public should be protected to the extent that railway employees shall be led to give value received in the way of service in return for the pay such employees receive;

That a properly printed copy of this resolution be submitted to each member of the Oklahoma delegation in the House and Senate of the United States, with a personal letter from the officers of this Association, asking the best attention of these members of the Oklahoma delegation.

All to be supplemented by an earnest appeal to other organizations to assist in furthering the efforts of the Grain Dealers Association of Oklahoma in this matter of working with members of Congress, looking at the repeal of the so-called 6 per cent section, and directing the Interstate Commerce Commission to reduce rates.

### Opposed to One Man Government

Whereas, the excellent program which marked the afternoon session of the convention of the Grain Dealers Association of Oklahoma at Oklahoma City, May 18, 1921, brought forth many expressions from proponents of one cause and another; and

Whereas, sundry of these expressions were highly antagonistic one toward another; now therefore, be it

Resolved, by the Grain Dealers Association of Oklahoma, in convention assembled this 19th day of May, 1921: That we as a body desire to present ourselves before the world at large, and before Oklahoma members of the Congress of the United States as adopting no heated expressions, nor holding heated views; but that we, as a body of tradesmen living close to the farmers of Oklahoma, and sharing alike in their prosperity and adversity, do view, with reasonableness, such efforts as our farmers shall make for the betterment of their economic condition.

That we are apprehensive only in connection with the possible unwise use of such power as may come to farmers through erratic or ill-considered efforts to organize upon basis of a drastic or revolutionary plan

predicated upon promises, some of which we know it to be impossible to realize upon.

Therefore, in committing ourselves to these sentiments, we desire to have conveyed through our Association officials to the members of Congress from Oklahoma:

1. Our disapproval of the lending by Government of men to the cause of farm organization for so-called direct-marketing purposes.

2. Our disapproval of the enactment as a farm measure, or under whatever other guise, of any national legislation having as a part of its plan the regulation of the grain exchanges of the country by any one man or any small group of men; or regulation other than by properly enacted constructive, duly-corrective and sane statutes.

### The Sales Tax

Whereas, such a tax as applied to grain sales would of the members of the Grain Dealers Association of Oklahoma, in convention assembled at Oklahoma City this 19th day of May, 1921, pending national legislation in the form of the so-called "Smoot Bill," which is to us represented as seeking to levy a tax of 1 per cent upon gross sales; and

Whereas, Such a tax as applied to grain sales would be confiscatory unless it should be all-inclusive, and scientifically distributed from, and between, the grain field and a finished manufactured product; and

Whereas, exemplification of the proof of this charge of confiscatory principle in the case of grain should the so-called "Smoot Bill" become law, was given our Association yesterday, in another connection, when a speaker referred to his knowledge of certain cars of wheat having changed ownership as many as 15 times before reaching the port of Galveston; now therefore, be it

Resolved: That we convey to the members of Congress from Oklahoma our sense of alarm and our unalterable opposition as we contemplate the enactment of any measure which shall lay upon grain sales such a tax as is credited to the provisions of the so-called 1 per cent "Smoot Bill."

That if confiscatory taxes must be laid in an effort to support the Government, those taxes shall, by gradation, reach downward from the luxuries indulged by our people and but lightly touch the products of farm and ranch until such products shall have passed from without the realm of necessities and shall have passed into the realm of luxuries.

A resolution was adopted extending the thanks of the Association to Oklahoma City's mayor and people for their hospitality and to the operators on the program for their attendance and efforts.

The election of officers followed the adoption of the Nominating Committee's report as follows: President, R. E. Nelson, Clinton, Okla.; vice president, E. F. Bouldin, Muskogee; secretary-treasurer, C. F. Prouty, Oklahoma City. Directors: M. E. Humphrey, Chickasha; C. W. Goltry, Enid; Fritz Straughn, Oklahoma City; Frank O'Bannon, Claremore; L. E. Bouquet, Woodward. Arbitration Committee: U. F. Clemons, Marshall; K. E. Humphrey, El Reno; George L. Moore, Oklahoma City. Tri-State Appeals Board: J. H. Shaw, Enid.

Resolutions were adopted instructing the secretary to notify all members of the Association who are engaged in scooping at stations where there are regular grain dealers to desist; if they do not, then to expel them from the Association. And also to notify the brokers of Kansas, Oklahoma, and Texas, to confine their bids to regular dealers only.

The meeting adjourned *sine die*.

## NATIONAL CHANGES DATE OF MEETING

The dates for the annual convention of the Grain Dealers National Association have been changed from October 10, 11 and 12, to October 3, 4 and 5. The Hotel Sherman, Chicago, Ill., has been selected as headquarters, and the convention meetings will be held in one of the ballrooms of that commodious hostelry. After the first dates were set it was found impossible to secure proper hotel accommodations and so the date was advanced a week.

## INDIANA DEALERS HAVE FINE PROGRAM

The program is about complete for the mid-summer meeting of the Indiana Grain Dealers Association to be held at Indianapolis, June 24, beginning at 10 a. m.

Some excellent people have been secured to address the meeting as follows: J. P. Griffin, president, Chicago Board of Trade; Fred E. Davis, president, Bank, Tipton, Ind.; Prof. T. A. Coleman, Purdue University, Lafayette, Ind.; Chas. Quinn, secretary, Grain Dealers National Association, Toledo, Ohio; B. A. Worthington, president, C. I. & W. Railroad, Indianapolis; Commissioner McCardle or Commissioner Barnard from the Public Service Commission, Indianapolis, Ind.

Besides these speakers the meeting will be full of discussions of the many important problems relating to the trade, and it will be important that all dealers be present to lend their counsel.

## NORTHWEST DEALERS AT SPOKANE

The annual meeting of the Pacific Northwest Grain Dealers Association will be held this year on Thursday, Friday and Saturday, June 23, 24 and 25, at Spokane, Wash. The territory embraced by the Pacific Northwest Grain Dealers Association comprises the states of Oregon, Washington, Idaho and extending into California, this organization having taken the unoccupied territory not being covered by any other grain dealers' associations. It is the youngest grain dealers' association in the country and also covers the widest territory and all branches of the grain industry. Portland is the headquarters, where well-equipped offices are maintained in the Henry Building. The officials of the organization are now working out

their plans in detail for the convention. Invitations will be issued soon, along with the program. Officers of the Pacific Northwest Grain Dealers Association are: S. C. Armstrong, president, Seattle; I. C. Sanford, vice-president, Portland; H. N. Stockett, secretary-treasurer, Portland. Directors are: M. J. O'Neill, Spokane; B. T. Lord, Seattle; N. A. Leach, Portland; S. C. Armstrong, Seattle; N. A. Roberts, Spokane; S. C. Draper, Portland; A. J. Urquhart, Lind, Wash.; L. G. Pattullo, Seattle; F. J. Rielly, Spokane, and I. C. Sanford, Portland.

## HAY ASSOCIATION PLANS

Secretary J. Vining Taylor of the National Hay Association recently sent the following notice relative to the annual meeting:

"I want to call your attention to the fact that we have secured, through the various passenger associations, reduced rates to the convention on the basis of a fare and a half for the round trip on the certificate plan from all points in the U. S. upon the condition that we have an attendance of 350 or more. When you purchase your ticket to the meeting, say to your agent that you want a certificate of purchase of one-way ticket, in fact, you had better inquire from your agent a few days before you are ready to leave, whether or not he has these certificates so he can provide himself with them for your convenience. Then when you reach the convention, these tickets must be turned over to Morton Longnecker, my assistant, for his signature and validation by a special agent sent by the Passenger Association. Now, it is up to

you folks to help me put this across so do not fail to ask for these certificates when you leave home. We shall give you more information on this later.

"Don't forget the time of this meeting, August 23-24, Sherman Hotel, Chicago, Ill.

"The Inspectors' Conference will be held in Chicago, August 3, and we expect every man interested in the hay grades to be at this conference. If we are to counteract the Government's action in this matter, we must be in position to show these people that we are trying to put the grades on a workable basis. You are urged to take part in this. Put your suggestions in writing and send them to me at once."

## OHIO DEALERS PLAN MEETING

The forty-second annual meeting of the Ohio Grain Dealers Association will be held at Toledo, Ohio, Wednesday and Thursday, June 22 and 23, 1921. These days will be entirely devoted to the meeting and not for going and returning. Please be present at the opening, 9:30 a. m., Wednesday, says Secretary McCord, and stick on the job "until the last horn blows": we want assistance and encouragement from every mother's son engaged in the grain business, of the great state of Ohio, and elsewhere.

The Toledo boys will give us a hearty welcome and pleasing entertainment for all in attendance. Headquarters will be at Hotel Waldorf. The sessions will be held in the Auditorium on the 8th floor of the LaSalle & Koch Department Store Building, Corner of Huron and Adams Streets.

# TRANSPORTATION

## DEMURRAGE CHARGES ON HAY

An attempt of a shipper to circumvent embargoes against hay consigned to Cincinnati over the Big Four in April and May, 1918, was disastrous to the complainant on No. 11734, Maguire & Co. vs. Louisville & Nashville, Director-General, et al., opinion No. 6869, 61 I. C. C. 658-60. The Commission has dismissed that complaint, holding that demurrage charges on 21 carloads of hay held at Covington, Ky., on account of the embargoes, were not unreasonable or otherwise unlawful. The demurrage charges and war taxes on those cars amounted to \$1,221.31. The complainant asked for the return of that money, but the Commission held that there was nothing in what the Director-General did warranting such a return.

The Commission's report said that the complainant admitted that the shipments were billed to Covington to circumvent the embargo against Cincinnati. Complainant tried to have the cars switched to yards in Cincinnati and Newport, but did not succeed in obtaining permit for the movement until the amount of demurrage and war taxes mentioned had accrued.

## ELEVATOR LEASE CASE

The *Traffic World* of June 4 contained the following interesting communication from the R. E. Jones Company of Wabasha, Minn., relative to its rental rate for elevator land:

In July, 1920, we paid the C. M. & St. P. Ry., under protest, \$40 for elevator land lease at one of our stations. Such annual rentals are supposed to be fixed at 6 per cent of the valuation of the land occupied. The valuation of the land under our lease at this station is put by the railway company at \$160, the minimum rental charge of the railway company being \$10. We wrote the railway company for a correction of this rental before next renewal.

A few days ago a Chicago representative of the C. M. & St. P. Ry., together with the division superintendent, called on us and stated that under a ruling of the Interstate Commerce Commission these land lease rentals must now be based on the valuation of the land plus the valuation of the sidetrack fronting the leased land, which, in the instance under consideration, would make our next rental at \$41.56 in the place of \$10; that these valuations are given the railway company by the Commission and must be used as fast as received, with every original land lease or renewal; that this order applies to every railway in the country. This means that the elevator and mill owners of the country are up against an item of considerable interest.

We replied that our elevator in question and practically all country elevators are located on sidetracks that are used by the public as well as by the elevator owners. The public has same privileges precisely in car service as the elevator or mill owner. Why seek to make a charge for a service to an individual that it extends to the public without charge? This proposition would create discrimination. The individual, moreover, by reason of his building and business, brings tonnage to the railway that it otherwise would not get. The railway participates in the benefits of the business of the individual, built and developed by his own money and labor, and now proposes to penalize him for it.

The reply to us mainly was that such, however, was the ruling of the I. C. C.—such was the law. The point was also made that the sidetrack opposite the elevators was used exclusively by the elevators, making the two cases not parallel. But, to the contrary, no one wants exclusive use of such sidetrack, nor is it practiced. Wherever and when-

ever it is convenient for the public to load or unload cars opposite an elevator, it is done with no protest.

In the instance of the particular lease in question we find that the land covered by the lease does not include the land covered by the sidetrack opposite, which we believe is true with every railway lease in the country.

We assume that neither the I. C. C. nor anyone else can compel us to lease what we do not want. We do not want exclusive use of any sidetrack privilege. We want the same use as the other fellow who is asked to pay nothing.

Query: Can the railway cancel lease on ground of a refusal to lease the sidetrack opposite? We presume that as a common carrier the railway cannot cancel without sufficient cause. We do not object to renewal of lease of land already covered in our lease and on the railway company's terms, with car service, however, same as given those not having investments on railway's right-of-way.

We presume that owners of structures on land not owned by the railway company also will be approached for rentals for sidetrack service.

We have recited this case to one of the leading law firms in Minneapolis and are now awaiting their investigation for opinion as to procedure for protection or defense. We shall be glad to extend this opinion in part or in full to those who are interested and who write to us.

We believe, however, that if this controversy lands in the courts, the defense should be undertaken, not by any individual, but by the larger interests of the large associations.

## NO SURPLUS CARS FOR HARVEST

There are plenty of grain cars available at the present time, but that does not mean there will be a surplus for the crop movement. W. L. Barnes, executive manager for the car service division of the American Railway Association, put out a bulletin CSD-6 dated May 26, calling attention to this condition. In the bulletin, Mr. Barnes said:

It is important at this time to consider the following facts:

1. On March 1, 1921, there were two and a half billion bushels of grain on farms, an increase over each of the two preceding years of 50 per cent. This included 26 per cent more wheat, 50 per cent more corn and 65 per cent more oats than in 1920.

2. The condition of winter wheat on May 1, was 88.8 per cent, as against 79.1 per cent a year ago, indicating an increased production of approximately 15,524,000 bushels or 9 per cent. While later reports indicate a somewhat lower yield, the prospects are good for a yield in excess of 1920 and in excess of the five-year average.

3. Preliminary estimates (unofficial) indicate the spring acreage of all grains to be equal, if not greater, than in 1920.

4. The box car situation on 20 of the principal grain loading roads as of May 15, compiled by averaging individual percentages, is as follows:

| Total Cars on Line |      | Percentage to Ownership |      | Bad Order Cars |      |
|--------------------|------|-------------------------|------|----------------|------|
| 1921               | 1920 | 1921                    | 1920 | 1921           | 1920 |
| 92.0               | 87.6 | 71.9                    | 14.2 | 13.4           | 5.6  |

Particular attention is directed to the percentage of cars on line; although 4.4 per cent better than last year, the heavy return of home cars in unserviceable condition has so greatly increased the bad orders that these roads actually have available for service only 78.6 per cent of their ownership, as compared with 82 per cent a year ago, a reduction of 3.4 per cent, representing approximately 15,000 cars.

5. The beginning of the wheat harvest, which occurs in north Texas and Oklahoma, is only two or three weeks off, with indications pointing to the immediate marketing of a larger proportion of the crop than usual.

On the other hand, heavier loading of grain and

grain products since March 1 this year than last (average weekly loading 1921—35,095; 1920—30,129) has no doubt reduced somewhat the excess on farms over previous years; and there will not be this summer the same competition for box cars for general traffic as a year ago. It is obvious, however, that intensive preparation is necessary to meet the prospective demands for cars of a grade suitable for grain, flour, cement and other high-class commodities.

The Car Service Commission urges the importance of:

1. Closer supervision over loading to insure proper selection of cars, particularly a more adequate observance of Car Service Rule 1. The latter applies with special force to the grain loading roads which must build up and conserve their supply of home cars.

2. Heaviest practicable car repair program, specializing on producing grain-fit cars.

3. Withdrawal from service and storage in grain loading territory of cars suitable for grain loading.

4. Prompt return to owning roads, loaded if possible or empty if necessary, of cars belonging to grain loading roads.

5. As far as practicable, loading grain-fit cars into grain territory, and confining the loading of rough freight for other territories to non-fit cars.

With the present heavy percentage of home cars on line (highest for 13 years) and the light traffic demands, each road should take such local measures as may be necessary to provide for prospective loading requirements. It should be possible under such conditions to protect the situation with minimum assistance from the Car Service Division. It will be our purpose to interfere as little as possible with the normal functioning of the Car Service Rules and to encourage the roads to work out their local exchange of equipment problems in accordance with existing rules and agreements.

## REDUCTION IN EX-LAKE GEORGIAN BAY AND LAKE HURON PORTS GRAIN RATES TO BOSTON, MASS.

We are advised that effective June 25, 1921, the rates on grain ex-lake from Georgian Bay and Lake Huron ports to Boston, Mass., and points taking same rate basis, on domestic shipments, will be reduced to the extent of 2 cents per 100 pounds, says J. S. Brown of the Chicago Board.

Following are the ex-lake Georgian Bay and Lake Huron Ports rates effective June 25, 1921, which rates include cost of elevation and free storage at Lake Ports, not exceeding 30 days during period December 16 to August 31, inclusive, and 15 days during period September 1 to December 15, inclusive:

| IN CENTS PER 100 LBS. |       |      |       |        |
|-----------------------|-------|------|-------|--------|
| To                    | Wheat | Corn | Oats  | Barley |
| Boston, Mass., Dom.   | 24.34 | 24.4 | 23.07 | 24.04  |

This reduction follows that made effective June 20, 1921, in the ex-lake Buffalo rates, as announced in our Bulletin 536—Corrected, the ex-lake Buffalo rates to Boston being one-half cent per bushel higher than those shown above.

## REDUCTION IN EXPORT RATES TO ATLANTIC PORTS FROM ILLINOIS AND INDIANA

We are advised, says J. S. Brown, transportation manager of the Chicago Board of Trade, that effective July 1, 1921, the through export rates to the Atlantic Seaports on grain and grain products from points in Illinois (including points on the west bank of the Mississippi River in Iowa and Missouri) will be reduced to the extent of 3 cents per 100 pounds.

This reduction will be borne entirely by the eastern carriers and will in no way affect the specifics, or proportionals, to Chicago.

The through export rates from points in Indiana which apply via Chicago will also be given this reduction of 3 cents, except that the reduction will be 1½ cents from stations on the Chicago, Indianapolis & Louisville Railway (Monon Route) and from stations on the Illinois Central Railroad, Switz City and west.

As announced in our Bulletin 530, this reduction of 3 cents in the export rates was made effective May 2, 1921, on shipments originating in Trans-Mississippi River and Northwestern Territories—so that effective July 1, 1921, the reshipping rates east of Chicago and the east of Chicago proportions of the through rates from points in Illinois and Indiana will again become the same, as indicated in the following table:

## RESHIPING RATES FROM CHICAGO--IN CENTS PER 100 POUNDS

| To                | Grain |      | Products |      | By-Prod. |      |
|-------------------|-------|------|----------|------|----------|------|
|                   | Dom.  | Exp. | Dom.     | Exp. | Dom.     | Exp. |
| Boston, Mass.     | 36½   | 30   | 37       | *32  | 39       | 34   |
| New York, N. Y.   | 34½   | 30   | 35       | *32  | 37       | 34   |
| Philadelphia, Pa. | 32½   | 29   | 33       | 30   | 35       | 32   |
| Baltimore, Md.    | 31½   | 28½  | 32       | 29   | 34       | 31   |

\*Flour, 1 cent less.  
†Also, east of Chicago proportions of through rates from Illinois and Indiana.

THE first sale in Texas of 1921 oats is reported from Sabinal from which 10 cars were shipped about May 15. Dealers predicted that by June 1 shipments would reach 50 cars. The yield is light because of damage by green bugs and unfavorable weather, but the acreage in that section was over three times that of last year. Oats harvest has begun in Bell County, where a yield of 30 bushels is reported. There also the yield was disappointing, but the increased acreage over last year probably means a larger yield than last year.



## CANADA

The elevator at Port Colborne, Ont., is to be enlarged in the near future.

A. Lareau, Chambly Basin, Quebec, grain merchants, have been registered.

The McIntosh Grain & Feed Company, Ltd., of North Bay, Ont., has been incorporated, with a capital stock of \$40,000. The incorporators include P. L. McIntosh, E. J. McIntosh, M. A. McIntosh, D. J. Elliott and C. A. Elliott.

## THE DAKOTAS

Repairs are being made to the elevator of Wm. McBurney at Tyndall, S. D.

The plant of the Empire Elevator Company at Regent, N. D., has been closed.

The Equity Co-operative Exchange has purchased the Farmers Elevator located at Medberry, N. D.

L. D. Wait of Ravinia, S. D., is installing a Trapp Auto Truck Dump for the Farmers Elevator Company at that point.

The National Elevator Company of Minot, N. D., has repaired its elevator. A dust house has been built and cleaner installed.

The Shanard Grain Company is to construct a new elevator at Parker, S. D. The company has its headquarters at Bridgewater.

Motors have been installed in the elevator of the Farmers Mill & Elevator Company of Hammer, S. D. The mill is equipped with electricity.

Extensive repair work is being done to the elevator of the Kempton Grain Company of Kempton, N. D. A new Globe Auto Dump has been installed.

The Grain Products Company has been incorporated at Dickinson, N. D., capitalized at \$25,000. The company will conduct a general grain business.

Considerable repair work is to be done to the elevator of the Farmers Elevator Company of Parkston, S. D., this summer. Among other things, a truck dump will be installed.

A new company is being organized by farmers at Elrod, S. D., to build and operate a grain elevator there. It is hoped that the elevator will be completed in time for this year's crop.

Articles of incorporation have been filed for the Pollock Implement & Grain Company of Pollock, S. D. The company is capitalized at \$50,000. M. DeBoer, E. B. Lund and J. J. Ricker are interested.

A new building is to be erected at Presho, S. D., for A. A. Truax and C. H. Townsend of Mitchell. It will be used for grain storage purposes and for a feed mill. The men purchased the old Fahrenwaid Elevator at Presho last fall.

## EASTERN

A grain elevator is to be erected at York, Pa., for the Anderson Bros.

A grain elevator of 8,000 bushels' capacity is to be erected at Kennedyville, Md., for the Metcalf Bros.

A new elevator is to be erected at Buffalo, N. Y., for the Co-operative Grange League, replacing the one which burned.

Capitalized at \$100,000, the grain, flour and feed company of J. B. Reed & Sons, Inc., was incorporated at Millerton, N. Y.

The Hilman Bros. and the Healey Bros. at Furnace, Mass., have been succeeded in business by the Ware River Grain Company.

To deal in grain and feed, the J. O. Dean Company has been incorporated at Easton, Mass. The capital stock of the firm is \$50,000.

To handle grain, feed, etc., the A. P. Ames Company has been incorporated at Peabody, Mass. The capital stock of the company amounts to \$10,000.

The American Grain & Feed Corporation of Buffalo, N. Y., is to erect a grain elevator and mixing and grinding mill of 20 cars capacity. The capital stock of the firm is \$1,000,000. B. J. Burns is president; J. Ray Totten, vice president; R. D. Ward, secretary-treasurer.

The Eastern Grain, Mill & Elevator Corporation of Buffalo, N. Y., has purchased the Mutual Terminal Grain Elevator and the land and tracks of the Island Railroad Company. The transfer of the property will take place July 1. The elevator has a capacity of nearly 3,000,000 bushels. This will make the capacity of the Eastern corporation more than

8,000,000 bushels. Title will be taken in the name of the Island Warehouse Corporation of which Nisbet Grammer is president; J. J. Rammacher, vice president and treasurer and Edwin T. Douglass, manager.

An elevator and flour mill is to be operated at Gordonville, near Intercourse, Pa., for the Osceola Roller Mills & Elevator Company. Jacob S. Shirk is president and Chas. Clayton, treasurer of the company.

Plans are being prepared for the Western Maryland Railroad Company of Baltimore, Md., for increasing the storage capacity of the Port Covington Elevator by 1,600,000 bushels. The capacity of the plant will be brought up to 3,600,000 bushels. The capacity of the workhouse and the facilities for loading ships will also be increased.

The elevator of the Culbertson Feed & Grain Company, Culbertson, Pa., the warehouse of the Marion Warehouse Company, Marion, Pa., and the warehouse of John A. Diehl & Co., Richmond, Pa., have been bought by Walker, Diehl & Walker, who, on July 1, succeed Diehl, Omwake & Diehl. The company has also purchased the Western Maryland Elevator at Eltenbald, Pa. Frank C. and Paul Walker and T. M. Diehl are interested.

## INDIANA

Repairs are to be made to the plant of the W. S. Babcock Grain Company of Rennselaer, Ind.

The interest of Chas. Wingard in the Mongo (Ind.) Elevator has been sold by him to his partner, C. C. Smith.

The interest of Russell Bond in the Oaktown Grain Company, Oaktown, Ind., has been sold by him to Roy Clodfelder.

The elevator of the Shireley Bros. of Dunkirk, Ind., at Millgrove, has been sold to Harold Neeham of New Ross, Ind.

The elevator of the Crabbs-Reynolds-Taylor Company at Francesville, Ind., has been repaired and equipped with electricity.

The capital stock of the Burket Equity Union, Burket, Ind., has been increased to \$30,000. The company deals in grain products.

The elevator of the Woodbury-Elliott Grain Company at Fowlerton, Ind., has been purchased by the Fowlerton Elevator & Feed Company.

A 24x70 foot warehouse and new coal bunkers are being erected at Fowlerton, Ind., for the Fowlerton Elevator & Feed Company. The company operates on a co-operative basis.

A 240-acre farm owned by William Barton at Whitewater (Richmond p. o.), Ind., has been traded by him for the Ideal Elevator at Ridgeville. The transaction involved \$80,000.

The Greensfork Grain Company has been incorporated at Greensfork, Ind. Capital stock is \$12,000. M. Gentry, Chas. R. Wilburn, W. E. McLaughlin and G. M. Sowers are the incorporators.

The Hancock Mills & Elevator at Greenfield, Ind., have been traded in by Richard Hagans for the farm of Otto Rettig of Hagerstown. Mr. Rettig was in the coal and ice business for 25 years.

The new elevator of Valentine & Valentine at Amity (Franklin p. o.), Ind., has been completed. The capacity of the elevator is 20,000 bushels wheat and 30,000 bushels corn. It is to be electrically operated.

The Farmers Hominy Mill at Seymour, Ind., has been purchased by the Farmers Co-operative Elevator Company, which was recently organized there. They also have facilities for storing wheat and corn.

To operate a grain elevator and flour mill, the Albion Roller Mills Company has been incorporated at Albion, Ind. Its capital stock is \$50,000. W. U. Holderman, J. F. Stanley, T. M. Ott, E. E. Cole, W. L. Parker, A. C. Kepford and J. W. Long are the directors.

Capitalized at \$15,000, the Co-operative Service with headquarters at Madison, Ind., has been incorporated. The firm will acquire grain elevators and flour mills. Geo. Schuman, Robt. Craig, T. S. Matthews, E. O. Bucknell, J. Storm, J. Bruther and W. Day are directors.

William Miller, William Ell, Conrad Rowas, R. A. Morgan, J. L. Tucker and J. C. Wartzler and Ben. Bennett are directors of the recently incorporated Farmers Co-operative Company of Cory,

Ind. The capital stock of the firm is \$25,000. The company will operate a grain elevator and flour mill.

P. M. Williams is succeeded as manager of the Farmers Grain & Milling Company at Kingman, Ind., by Manson Lewis.

The sale of the elevator of W. H. Small & Co. of Evansville, Ind., to John K. Jennings of the Diamond Mills was approved by the court recently. The seed company assigned less than a year ago for its creditors. The consideration was \$15,000. The elevator has a capacity of 200,000 bushels.

## WESTERN

The elevator at Sunnyside, Wash., has been purchased by the Neil Bros. Grain Company.

C. W. Truesdell is manager of the Montana & Dakota Grain Company of Glasgow, Mont.

The Yakima Valley office of the Neil Bros. Grain Company of Seattle and Portland is to be located at Prosser, Wash.

The elevator of the Benge Elevator Company, Benge, Wash., is to be enlarged. A large flat house is to be built.

A site has been purchased at Towner, Colo., by the J. D. Infield Grain Company of Lamar, Colo. It will build a grain elevator there.

The general offices of the Farmers Grain & Milling Company of Utah and Idaho have been moved from Salt Lake City to Ogden, Utah.

M. J. Wagey of Towner, Colo., is building an elevator there. It will be equipped with modern machinery, including a distributor.

The Farmers Elevator & Supply Company of Otis, Colo., is under the management of L. O. Ruyle. He recently sold his elevator at Rockford, Neb.

V. H. Hamilton is succeeded as manager of the Farmers Union Co-operative Elevator & Supply Company of Longmont, Colo., by J. H. Hopkins of Akron.

The C. C. Miller Elevator at Platner, Colo., has been purchased by M. J. Wagey. Mr. Wagey is remodeling it and increasing the capacity to 32,000 bushels.

A grain elevator located at Joliet, Mont., has been purchased by F. M. Webb. Mr. Webb has been working in the elevator of Frank A. Cousins at Billings.

A. T. Ambler, Chas. Shannon and others have filed articles of incorporation as the Amhler Grain & Milling Company of Los Angeles, Calif. Its capital stock is \$100,000.

Jos. O'Shea and T. J. Savage have incorporated the O'Shea-Savage Company at Livingston, Mont., and will operate an elevator. The company is capitalized at \$25,000.

P. N. Quest and J. H. Johnson are the principal incorporators of the Northeastern Colorado Co-operative Milling & Elevator Company of Sterling, Colo. Its capital stock is \$500,000.

The Globe Grain & Milling Company has started the erection of a large livestock feed yard near its elevators and mills in Ogden, Utah. The yard will be used in conjunction with its feed mills.

The Cramer Mill & Elevator Company is building a 21,000-bushel elevator at Grier (St. Vrain p. o.), N. M. It is equipped with automatic scale, Fairbanks Truck Scale, Fairbanks Morse Engine.

T. H. Kelly has taken the place of the late Jas. A. McSwigan as manager of the Rocky Mountain Grain Company of Denver, Colo. Mr. Kelly was formerly manager of the Midland Elevators of Idaho Falls, Idaho.

Remodeling is being done to the establishment of the Greeley Farmers Co-operative Mercantile Company of Greeley, Colo. J. J. Neill is manager. It is being enlarged to facilitate handling a larger volume of business.

Trapp Auto Truck Dumps have been purchased by the following companies: The California Farm Bureau Elevator Company for Patterson, Montpelier and Stratford, Calif., elevators; W. A. Gray, Buhl, Idaho; J. B. Infield, Towner, Colo.; Colorado Milling & Elevator Company, Denver, for Wheatland Elevators at Victoria, Kan., Ensign Elevator, Ensign, Kan., St. Anthony Flour Mills, St. Anthony, Idaho (2), Lamar Flour Mills, Lamar, Colo., Model Flour Mills, Greeley, Colo. Trapp Combination Truck and Wagon Dumps have been installed in the Colorado Milling & Elevator Company's elevators

at Hays City Flour Mills, Hays, Kan., and Burley Flour Mills, Burley, Idaho; Farmers Co-operative Elevator Company, Paoli, Colo.

The elevator of the Farm Bureau Elevator Corporation at Oakland, Calif., has been completed and operations are to be started in it in the near future.

Clarence L. Churchman has been made manager of the Houser Warehouse Company in southeastern Idaho, with headquarters at St. Anthony. Mr. Churchman will have charge of four elevators and will handle coal, seed, feed and grain.

The head offices of the McLean Elevator Company has been moved to Square Butte, Mont., from Lewiston. The company operates elevators at Ringling, Becket and Square Butte. J. H. McLean, Jr., is president; John Ferry, secretary of the company.

The business of the Bomberger Bean & Grain Company of Modesto, Calif., has been taken over by the Modesto Bean & Grain Company. The Modesto company is capitalized at \$300,000. With the increased capital the company will construct its own warehouse and cleaning plant.

A modern grain elevator of fireproof construction and costing \$25,000 is to be erected at Packard, near Ritzville, Wash., for the Packard Elevator Company. The company's elevator recently burned down. The new plant will have a capacity of 50,000 bushels. A warehouse will be erected, the company says, later on.

The new farmers' grain elevator at Malta, Mont., has been put into operation. The old farmers elevator burned last fall. The contract was let for the new plant and construction work was started early this spring. The new elevator has a capacity of 30,000 bushels and is of wooden construction. It is equipped with a 2,000-bushel capacity Automatic Globe Cleaner, a 10-ton Howe Scale, 25 horsepower electric motor, electric lights and modern grinding outfit. A 20x28 foot warehouse is to be built. William A. Newhouse is in charge.

## MINNESOTA AND WISCONSIN

Edw. Stutzrein is the new manager of the Farmers Elevator located at Stockton, Minn.

A Carter Disc Separator has been installed in the elevator of the Itasca Elevator Company at Itasca, Wis.

Articles of incorporation have been filed by the Altura Elevator Company of Altura, Minn. Its capital stock is \$25,000.

The grain elevator at Henderson, Minn., formerly owned and operated by the Skewis Grain Company, has been purchased by H. H. Nagel of Boyd.

The Farmers Elevator Company of Sleepy Eye, Minn., has purchased two Trapp Auto Truck Dumps to be installed in its elevator at that point.

The Farmers & Merchants Company has wrecked the old elevator of the Farmers Union Elevator Company of Glencoe, Minn., and will rebuild it near its mill.

A. Teske, A. Fleischfresser and H. Wegner have incorporated the Farmers Co-operative Exchange of Butternut, Wis. The capital stock of the firm is \$6,000.

John Dunn has made plans for reopening the elevator at Saukville, Wis. William Schmidt will act as manager. Mr. Dunn recently sold his elevator at Cedarburg.

The business and plant of the Tessum Grain, Seed & Supply Company at Thief River Falls, Minn., have been purchased by the Sanberg Elevator & Seed Company.

Another elevator is to be built at Eden Valley, Minn., for the Osborne-McMillan Elevator Company of Minneapolis. It will be located near the site of the former Farmers Elevator.

Martin Anderson has purchased the elevator at Henning, Minn., from E. Tschabold. Mr. Tschabold bought the elevator about two years ago. Possession is to be given Mr. Anderson on August 1.

Capitalized at \$50,000, the Lakeville Farmers Co-operative Warehouse has been organized at Lakeville, Minn. The company will handle grain. F. E. Lammers, John Meyers and Andrew Aronson are interested.

To conduct a co-operative exchange business in grain, farm products, etc., the Cochrane Shipping Association of Cochrane, Wis., has been organized. D. H. Herold, Herman Staack, Otto Olson and others are interested.

The elevators at Poskin, Wis., and Dresser Junction, Wis., and Maple Island, Minn., have been purchased from the defunct Osceola Mill & Elevator Company by the Hewitt Grain & Provision Company of Escanaba, Mich.

David Purferrst, F. O. Tage, Frank Frisen and Hugh Kane have filed articles of incorporation at Ruskin (mail Faribault), Minn., as the Ruskin Farmers Co-operative Elevator Company. The company is capitalized at \$50,000.

The two grain elevators of the Dodge-Hooker Mills at Mosinee and Marathon, Wis., have been purchased by the recently incorporated Wisconsin

Hay & Grain Company. The new company, which is capitalized at \$25,000, took possession June 1. T. E. Torgerson and R. H. Wirth of Wausau and G. Douville of Mosinee are interested in the elevator company.

The interests of J. Austin Regan in the Regan-Lyness Elevator Company, Minneapolis, Minn., have been sold by him to his partner. He has severed his connections with the company. Mr. Regan handled the Minneapolis end of the business; Mr. Lyness was in charge of the elevators.

The Peshtigo Co-operative Association has been organized under the Wisconsin Co-operative Trading Law to deal in grain, produce, etc., at Peshtigo, Wis. Its capital stock is \$25,000. August Hopp, J. K. Likaszewski and others are interested in the company.

The Park Falls Producers & Consumers Association has been organized at Park Falls, Wis., capitalized at \$15,000. The company will deal in grain, produce, flour, feed, implements, etc. Leonard Wagner, H. Hilgart and J. Schmidt are interested in the association.

## ILLINOIS

The elevator of the Pike Mills at Griggsville, Ill., has been equipped with U. S. machinery.

A 25,000-bushel elevator is to be erected at Vermont, Ill., for the Farmers Co-operative Company.

Notice has been filed of the dissolution of the Keystone Elevator & Warehouse Company of Chicago, Ill.

The Farmers Elevator Company of Brighton, Ill., is building a wheat storage bin of 5,000 bushels' capacity.

The conveyor in the cribs of the Farmers Grain Company at Hurlburt (Elkhart p. o.), Ill., is being remodeled.

Remodeling and repairing is to be done to the elevator of the Bollman Grain & Coal Company of Manlius, Ill.

A 15-ton truck scale and a No. 116 Clipper Seed Cleaner have been installed by H. H. Hillmer Company of Freeport, Ill.

A new cleaner has been installed in the plant of the Farmers Grain Company of Tallula, Ill., replacing the old machine.

A warehouse is to be built at Canton, Ill., and operated in connection with the elevator by the St. David Elevator Company.

Machinery, including a 30-horsepower Fairbanks Morse Motor, has been installed in the plant of the Medaryville (Ill.) Co-operative Company.

A feed warehouse, 16x32 feet, is being erected for the Farmers Grain Company of Kenny, Ill. It will be adjacent to the grain office of the company.

The purchase of the elevator of the Davis Elevator Company at Williamsfield, Ill., is being contemplated by stockholders of the Farmers Co-operative Company.

An addition of 20,000 bushels' capacity has been completed to the elevator of the Farmers Grain, Lumber & Supply Company of Central (Morris p. o.), Ill.

A bin addition is being erected to the elevator of the Central Grain & Milling Company of Central (Morris p. o.), Ill. It will be 16x36 feet, 45 feet high and consist of three bins.

Repairs have been made and new machinery has been installed in the grain elevator of the Armour Company at Oregon, Ill. The plant was closed down while repairs were made.

The elevator of the Armour Grain Company at Meriden, Ill., has been purchased by the recently organized Farmers Co-operative Elevator Company. R. E. Dillon has been retained as manager.

Articles of incorporation have been filed by the Plano Farmers Co-operative Grain Company of Plano, Ill. The incorporators are L. J. Kerns, Louis Vilmin, E. B. Thomas, W. M. Foster and W. Griswold.

J. T. Pennington is manager for the Farmers Elevator Company of Mechanicsburg, Ill., coming from Illiopolis where he has been with the Mansfield Ford Grain Company. He succeeds A. Yearman at Mechanicsburg.

## IOWA

A new farmers elevator is being constructed at Ventura, Iowa, at a cost of \$17,000.

The capital stock of the Farmers Elevator Company of Jefferson, Iowa, is to be increased.

The management of the Farmers Co-operative Elevator at Stout, Iowa, is under W. L. Anderson.

The Farmers Co-operative Company of Clear Lake, Iowa, has let the contract for a 25,000-bushel elevator.

The plant of the Pavik Grain Company at Hartley, Iowa, is being rebuilt and equipped with new machinery.

Articles of incorporation have been filed by the Farmers Co-operative Association of Carroll, Iowa. The capital stock of the company is \$50,000. The

company will conduct a feed and flour mill, and a general merchandise business. H. C. Venteicher is president and Geo. D. Jacobs, secretary.

The elevator at Brayton, Iowa, formerly owned by the Rothschild Grain Company, has been purchased by Gund, Sein & Co.

F. B. Maynard has completed a 10,000-bushel cribbed elevator at Independence, Iowa. The elevator is covered with galvanized steel.

The East Elevator of H. W. Pollack & Co., at Bagley, Iowa, is being operated by J. B. Maricle, who purchased the elevator recently.

W. J. Line & Son's elevator at Knoxville, Iowa, has been purchased by the Farmers Co-operative Exchange. Consideration was \$7,000.

L. A. Moore is manager for the A. J. Elevator Company of Moran, Iowa. He was formerly manager of the Stokley Grain Company of Moran.

Repairs are being made to the elevator of the Farmers Elevator Company of Onawa, Iowa. Its office and coal sheds are also being overhauled.

Improvements have been made to the plant of L. B. Spracher & Co. of George, Iowa. A 10-ton scale and a distributing spout have been installed.

The Hunting Elevator Company of Sexton, Iowa, has sold its elevator here and at Rock Falls, Floyd Crossing and Plymouth to the Hubbard Grain Company of Mason City.

A. J. Froning & Son of Webster City has purchased the lumber business of the Farmers Elevator Company at Aurelia, Iowa. The company will operate as the Aurelia Lumber Company.

The Hubbard Grain Company of Mason City, Iowa, has been reorganized and incorporated. Its capital stock is \$75,000. The incorporators are: Wilson H. Hubbard, John W. Hubbard and S. L. Gordinier.

The elevator of the Farmers Elevator Company, Lakota, Iowa, is undergoing extensive repairs. A new foundation is being put in, galvanized siding is replacing the old, new leg and manlift installed.

The A. D. Hayes Company is erecting a 20,000-bushel elevator at New London, Iowa. It is being equipped with sheller and cleaners. The capital stock of the firm is being increased from \$100,000 to \$200,000.

The Farmers Grain Company of McCallsburg, Iowa, has installed a Trapp Auto Truck Dump; two Trapp Auto Truck Dumps have been installed in the elevator of the Modale (Iowa) Farmers Elevator Company.

## SOUTHERN AND SOUTHWESTERN

W. E. Shepherd & Son are erecting a new elevator at Tulsa, Okla.

An elevator is being erected at Carmen, Okla., for Phelps & Tevor.

Dial & Clark are succeeded at Shamrock, Texas, by the Clark Grain Company.

Y. P. Sparro is traffic manager for E. O. Billingslea, grain dealer at Frederick, Okla.

A new grain office has been built at Crowell, Texas, for the Allison Grain Company.

An addition is being built to the elevator of the Farmers Elevator Company of Sayre, Okla.

A grain and feed business has been opened at Paris, Texas, by S. M. Schleicher of Eagle Lake.

The Farmers Union Exchange of Weatherford, Okla., is erecting an office building of brick and tile.

T. H. Maddux's new 40,000-bushel elevator at Marshall, Va., is nearly completed and ready for operation.

J. M. Branch is erecting a large warehouse in North Little Rock, Ark., in which he will store grain.

G. H. Snyder is succeeded as manager for the Farmers Elevator Company, Pocasset, Okla., by Bert Dolch.

J. H. Spurlock's elevator at Woodward, Okla., is to be enlarged and equipped with new machinery later on.

The Iron City Grain Company of Birmingham, Ala., has been incorporated. Its capital stock is \$10,000.

An addition is being built to the Farmers Elevator at Sayre, Okla. This will increase its capacity considerably.

The 30,000-bushel elevator of H. Wells at Cole, Okla., has been purchased by the Gibbons Elevator Company.

The Waldmann Ross Grain Company of Houston, Texas, has decreased its capital stock from \$200,000 to \$175,000.

Sam Schulback is succeeded as manager of the Burlington Grain Company of Burlington, Okla., by Chas. Bowles. Mr. Schulback will go into business for himself.

Articles of incorporation have been filed by the Thompson-Grace Company of Houston, Texas. J. E. Grace, M. Thompson and H. C. Thompson are the incorporators. Capital stock is \$25,000. The company has been operating for two months at

the old Farmers Warehouse Building but recently constructed a new office building. The company handles grain, flour, rice and rice products.

H. W. Hattie and R. G. Conyers have incorporated the National Grain Company of Oklahoma City, Okla., capitalized at \$5,000.

The Farmers Grain & Supply Company of Fallett, Texas, is making repairs on its elevator. A new dump is to be installed.

Repairs are to be made to the elevator of the Opitz Gin & Grain Company at Binger, Okla. An oil engine is to be installed.

An elevator is being erected at Farnsworth, Texas, for the Perryton Equity Exchange of Perryton. An automatic scale is being installed.

The elevator of the T. L. Hughston Grain Company at Quanah, Texas, is being repaired and equipped with an automatic scale.

A new 12,000-bushel elevator is being erected at Brinkman, Okla., for the Bird-Winslow Grain Company. The contract has been let.

The Taft Elevator Company of Taft, Texas, is to make repairs on its elevator and install a chain drag, conveying machinery, moisture tester, etc.

The headquarters of G. G. Black have been moved from Hollister to Frederick, Okla. He will direct his country elevators (seven in all) from Frederick.

An elevator has been completed at Carnegie, Okla., for J. R. Thomas. The plant is equipped with modern machinery including an automatic scale.

J. W. Chandler, A. C. Jenkins and J. T. Pollard have incorporated the Gallatin Farmers Co-operative Society of Gallatin, Texas. It has no capital stock.

The Ames, Okla., elevator of the C. C. Cones Grain Company of Enid, Okla., has been purchased by the Sun Grain & Export Company of Guthrie.

E. E. Hess has resigned as office manager of the Cherokee Grain Company and returned to Chicago. He will engage again in the insurance business.

E. T. Sumrall, E. H. Smith and T. H. Ferris have incorporated the Leedey Mill & Grain Company of Leedey, Okla. The firm is capitalized at \$15,000.

Coal bins are being built at Alva, Okla., for the C. B. Cozart Grain Company. The elevator is being repaired and equipped with a new distributor.

The elevator of the Farmers Exchange Elevator Company, Tuttle, Okla., has been overhauled and equipped with a 32-horsepower Fairbanks Morse Engine.

New motive power is to be installed in all of the elevators of the L. C. McMurtry Grain Company of Pampa, Texas. Air blast car loaders are also to be put in.

The Chesher Grain Company's elevator at Devol, Okla., has been overhauled. It has been equipped with new distributor spouts, new rolls and a Trapp Truck Dump.

The elevator of the Farmers Co-operative Grain & Cotton Company, Frederick, Okla., is to be overhauled and one leg and a manlift added. R. C. Mur-rill is manager.

The Farmers Co-operative Association of Fairmont, Okla., has been incorporated, capitalized at \$10,000. George Raemer, J. E. Niehus and Edw. Eckert are interested.

P. M. Keller, M. W. Thornton and W. W. James are named as incorporators of the Belton Gin & Grain Company of Belton, Texas. The company's capital stock is \$30,000.

P. J. Vandiver, who has been associated with the Stowers Grain Company, has established a grain office of his own in the Grain Exchange Building at Oklahoma City, Okla.

Farmers around Imo (Enid p. o.), Okla., have organized and will build a 100,000-bushel elevator there. There is no marketing department connected with the association.

A new grain elevator is being erected at Hobart, Okla. The complete machinery equipment is to be furnished by the Great Western Manufacturing Company of Leavenworth, Kan.

The elevator of the Warren-Chalfant Elevator Company at Cheyenne, Okla., has been leased by it to the Farmers Co-operative Company of Cheyenne. Mr. Chalfant has become manager.

The North-Lyles Grain Company of Inola, Okla., has been granted a state charter, capitalized at \$5,000. The incorporators are: S. N. and E. K. North and N. S. Lyles, all of Inola.

A new 50,000-bushel elevator is to be built at Corsicana, Texas, and a warehouse and elevator at Mexia for the Texas Colorado Company. M. F. Kennedy is president and manager.

The grain elevator, warehouse, and barns formerly used by the Government at Camp Taylor, Ky., have been purchased by A. H. Bowman. He has not announced his plans as yet.

P. E. Craver of Memphis, Texas; Thompson-Wilson Grain Company, Happy, Texas, elevator at Plainview, Texas; and John R. Scott, Childress, Texas, have equipped their elevators with Trapp Auto Truck Dumps; the elevators of the Pampa Grain Company, Pampa, Texas; Cobb Grain Com-

pany, Kress, Texas; Leslie Floyd Grain Company, Lockney, Texas; and Quanah Mill & Elevator Company, Quanah, Texas, have been equipped with Trapp Combination Auto Truck and Wagon Dumps.

The Temple McCoy Grain Company of Texarkana, Ark., is going to erect a grain elevator before the new year. It will be equipped with modern machinery and operated by electricity.

Half interest in the grain business of David R. Garland at Allen, Texas, has been sold by him to D. K. Stacy. Hereafter the business will be operated as the Garland & Stacy Grain Company.

At White Deer, Texas, the Farmers Elevator Company has been incorporated, with a capital stock of \$25,000. J. H. Skaggs, W. W. Evans, and Edward Jundrusch are the incorporators.

L. O. Street of Woodward has made plans for the erection of a 10,000-bushel elevator, iron clad, at Farnsworth, Texas. He will equip it with an oil engine, truck dump and automatic scale.

The Randels Grain Company has built a new elevator at Lahoma, Okla. The elevator has a capacity of 12,000 bushels. Its equipment includes a hopper scale and a Trapp Truck Dump.

The Farmers Co-operative Elevator Company of Navina, Okla., has been organized with a capital stock of \$25,000. H. C. Bear is general manager. The company will buy or install an elevator.

Oscar Dow has purchased the elevator of G. F. Gossett, formerly owner of the Piedmont Grain Company, Piedmont, Okla. He was formerly manager of the Farmers Co-operative Association of Okarche.

The Farmers Union Co-operative Exchange has completed a new elevator at Okeene, Okla. It is of hollow tile construction with capacity of 30,000 bushels. It is equipped with cleaner and clipper.

Articles of incorporation have been filed by the Three States Mill & Elevator Company of Texline, Texas, capitalized at \$10,000. S. J. Vaden, G. W. Penick and S. O. Penick are the incorporators.

Incorporation papers have been filed with the Secretary of State by the Conyers Grain Company of Oklahoma City, Okla., capitalized at \$5,000. H. W. Conyers, H. Conyers and R. G. Conyers are the incorporators.

A portable car loader has been installed by the Sweeney Mill & Elevator Company of Moore, Okla. A similar improvement has been made to the plant of the Farmers Grain & Elevator Company of Groom, Texas.

Willis Carr is manager of the C. B. Cozart Grain Company of Gaylord, Texas, and will operate the new elevator. Mr. Carr has been operating an elevator at Higgins while the Gaylord house was being erected.

The Spearman Equity Exchange of Spearman, Texas, has bought the elevator site at Wawaka (no p. o.), Texas, from the C. B. Cozart Grain Company. The company has let the contract for a 10,000-bushel elevator.

P. E. Dillon of the Dillon Grain Company of Indianola, Okla., has returned from a visit of four months in Panama, the guest of his son, who has been in that country for 16 years. He was accompanied by Mrs. Dillon.

The elevator of the Rush-Alexander Grain Company at Tulia, Texas, has been leased by the Great West Mill & Elevator Company of Amarillo, Texas. C. C. Deen is manager. The capacity of the elevator is 20,000 bushels.

A grain elevator of from 6,000 to 8,000 bushels' capacity is to be established at Chattanooga, Okla., for A. C. Chesher, grain dealer of Devol, Okla. He recently negotiated for a lease for property on which to install the plant.

D. O. Hazelton is president; W. H. Johnson, vice-president and Lee Nelson, secretary-treasurer of the Dalhart Equity Exchange of Dalhart, Texas. The company will handle grain, flour, feed, etc. Its capital stock is \$30,000.

The contract has been let by the Duke Grain Company of Duke, Okla., for a 10,000-bushel elevator, iron clad. The equipment will include a Trapp Combination Truck and Wagon Dump, automatic scale, Fairbanks Engine.

To deal in grain, hay, feed, groceries, etc., the Currie-Johnson Company has been incorporated at Palatka, Fla. C. E. Currie is president; J. C. Calhoun, vice president, and J. E. Johnson, secretary-treasurer. Its capital stock is \$45,000.

Operations were started in May on the new 15,000-bushel elevator of the Farmers Co-operative Exchange, Red Rock, Okla. It is equipped with one leg, manlift, Eureka Cleaner, Trapp Dump and automatic scale. R. E. Scruggs is manager.

Announcement has been made of the formation of the Stewart Mill & Grain Company of Durant, Okla. The company started operation on June 1. It has purchased the elevator and mill of the Collier-Dickey Milling Company and has offices in the Telephone Building. The company will be under the active management of E. W. Stewart, F. P. Stewart and George D. Boyet. Until January 1 of this year they were active in the manage-

ment of the Durant Grain & Elevator Company; this on January 1 was consolidated with the Durant Milling Company. The company will specialize in grain of all kinds, flour, mill feeds and seeds.

The Hunter Milling Company, of which A. Jenkins is manager, is building a new 10,000-bushel elevator at Cropper (Breckenridge p. o.), Okla. The plant will be equipped with an automatic scale, Fairbanks Engine, and Trapp Truck Dump.

The Oklahoma City Mill & Elevator Company is rebuilding its 15,000-bushel elevator at Tuttle, Okla. The old one burned last February. The elevator is rat-proof, of crib style construction, and has a fire-proof, iron clad engine room. The plant is operated by a Fairbanks Morse 20-horsepower engine.

The Pipes-Williams Grain Company has been established at Oklahoma City, Okla., by George Williams, until recently secretary of C. A. Polson & Co., and J. Floyd Pipes, former officer and manager of the Carnegie Elevator Company of Carnegie, Okla. The company occupies the Grain Exchange Building office recently vacated by the Maney Export Company.

Trapp Combination Auto Truck Dumps have been installed in the following Oklahoma elevators: G. G. Black, Chattanooga; Chickasha Milling Company, Chickasha; Farmers Elevator Company, Red Rock; Arkansas City Milling Company, Hopeton; Leger Mill Company, Altus at Clustee and Eldorado; E. J. Miller, Perry; Perry Mill & Elevator, Perry (also an extra truck lift); J. C. Pearson, Marshall; Billings Grain & Supply Company, Billings; Farmers Elevator Company, Jet; Choctaw Grain Company, Oklahoma City, at Hillsdale and Carrier.

The following Oklahoma elevators have been equipped with Trapp Auto Truck Dumps: Zalabach Grain Company, Kingfisher; Choctaw Grain Company, Oklahoma City at Oklahoma City and Nash; G. G. Black of Chattanooga at Hollister; Joe King, Custer City; E. J. Miller of Perry at Gansel; Bird Winslow Grain Company, Brinkman; Freeman & Munger, Perry; Red Star Elevator, Perry (2); Hunter Mill Company of Wellington, Kan., at Cropper; Light Grain Company, Guymon; G. W. Chesher, Devol; R. I. Kelton, Devol; O. F. Smalley, Claude; Morrison Bros., Pond Creek; Chickasha Milling Company, Carnegie; Sun Grain & Export Company, Braman, Okla., in elevators at Braman, Canton, Eagle, Strong City and Richland; Hughes & Rich, Tyrone; E. C. Billingslea Grain Company, Frederick; Farmers Co-operative Association, Hope-ton; Helena Mill Company, Helena.

## OHIO AND MICHIGAN

The elevator of Mead & Woodward of Norwalk at Collins, Ohio, is to be enlarged.

The Davis Grain Company operating at Leipsic, Ohio, is succeeded by P. W. Davis.

The elevator of the Sanford Elevator Company at Sanford, Mich., is being remodeled.

New coal sheds are to be built for the Beaverton Elevator Company of Beaverton, Mich.

The Lock Two Grain & Milling Company of New Bremen, Ohio, is to build a new coal shed there.

A new house is to be built at Briceton, Ohio, for the Haviland Elevator Company of Haviland, Ohio.

Business operations have been started at Northville, Mich., by the Northville Grain Lumber Company.

The A. C. Miller Company recently purchased the Alkire & Sands Elevator and property at Delaware, Ohio.

The elevator of E. M. Babbitt at Haslett, Mich., has been purchased by the Co-operative Shipping Association.

The capital stock of the Eagle Grain Company operating at Hoytville, Ohio, has been increased from \$15,000 to \$25,000.

Construction is nearly completed on the Co-operative Elevator at Bangor, Mich. The bins have a capacity of 15,000 bushels.

Thompson & Washburn are making plans for the installation of a small elevator, feed grinder and cleaner at Brimley, Mich.

Improvements have been made to the elevators of the Avery Elevator & Grain Company of Avery, Ohio. D. W. Call is manager.

The capital stock of the Gallup-Prentiss Co-operative Grain Company of Prentiss (Leipsic p. o.), Ohio, has been increased to \$40,000.

The elevator of the Equity Exchange Company, Cavette (Van Wert p. o.), Ohio, has been overhauled and equipped with a Sidney Combined Sheller.

To conduct a grain elevator and mill, the L. G. Jebacy Company has been incorporated at Custer, Mich. The company is capitalized at \$14,000.

The business policy of the Freeport Elevator Company of Freeport, Mich., has been changed. Hereafter it will operate on a co-operative basis.

The Co-operative Union Elevator Company of Cleveland, Ohio, which last summer obtained an option for the purchase of the Union Elevator at

Cleveland, Ohio, took up the option on June 1. At that time the co-operative company, capitalized at \$300,000, went into operation. The elevator has a capacity of 2,000,000 bushels.

Farmers around Partertown (Castalia p. o.), Ohio, have organized a company, capitalized at \$30,000, and will buy the elevator of the Irvin T. Fangboner company.

The elevator of the Davis Grain Company at Gilboa, Ohio, has been purchased by J. M. Pence. He tore it down and moved it to Maplewood and is now operating as the J. M. Pence Grain Company.

J. E. Martindale is to rebuild its elevator at Bay City, Mich., which burned in March. The equipment consists of a grain mill, 25 horsepower Fairbanks Engine, bean mill and bean picking machinery.

The Dighton Grain Company has made plans for the erection of a grain elevator at Tustin, Mich., where its other plant is now located. The company moved its plant to Tustin from Dighton.

Capitalized at \$4,000, the Oakland Grain & Lumber Company has been incorporated at Monroe, Ohio. The incorporators are: Frank W. Compton, W. C. Ihle, G. A. Anderson and W. K. Stewart.

The elevator at Hartland (Collins p. o.), Ohio, has been purchased from Frank Russell by Mead & Woodard, grain dealers. They will replace it with a concrete elevator of 15,000 bushels' capacity.

The Elk Grain & Hay Company has been incorporated at Columbus, Ohio, capitalized at \$10,000. The incorporators are M. E. Cunningham, Elizabeth Cunningham, Johanna H. Noble and R. M. Lucas.

S. Harshman, Elmer Beard, Harry Beard, John Durst and Earl Paden have incorporated the Enon Grain Company of Enon, Ohio. The capital stock of the firm is \$90,000. The company plans to take over the elevator and plant at Enon.

The loading out machinery at both of the elevators of the Deshler Farmers Elevator Company, Deshler, Ohio, has been remodeled. The roof has been covered with asbestos and the elevators painted. A large coal storage plant is to be erected.

Receiver G. E. Rafferty has sold the property of the Okolona Grain & Stock Company of Okolona, Ohio, to former directors of the company. The consideration was \$17,000. J. A. Andrews, E. W. Brubaker, W. M. Wiemken and George Wiemken are the new owners. William Ruets is manager. The company will remodel the elevators and continue the grain business.

Possession is to be given on June 20 to the DeVine Milling Company, Xenia, Ohio, of the elevator and property of the Belden Milling Company at Xenia. The new owners will continue the business with the exception that the Xenia mill will be used almost entirely for flour; it will also carry feeds, seeds, coal, grain, etc. Dilver Belden will continue as manager of the elevator.

## MISSOURI, KANSAS AND NEBRASKA

A new addition has been built to the elevator at Brownsbur, Kan.

A grain elevator is to be built at Lebo, Kan., for the Farmers Co-operative Company.

The Dunbar Grain Company of Dunbar, Neb., is building a new grain elevator there.

The Farmers Union Elevator at Lucas, Kan., is under the management of L. Twibell.

The Bauer-Vaughn Grain Company has leased the elevator of Philip Bauer at Burdett, Kan.

H. W. Marble is manager for the Farmers Elevator Union, Richland, Neb. He succeeds J. C. Garner.

Capitalized at \$20,000, the Curryville Elevator Association has been chartered at Curryville, Mo.

The Penokee Grain Company of Penokee, Kan., is to either purchase or build an elevator this summer.

Charles Barr has let the contract for a 20,000-bushel reinforced concrete elevator at Oberlin, Kan.

J. C. Mindue of Omaha, Neb., has purchased the elevator located at Ralston, Neb., and is operating it.

L. O. Ruyle has sold his elevator at Rockford, Neb., to the Farmers Union Co-operative Association.

The Truster Grain Company of Yates Center, Kan., is under the management of John B. Woodward.

The elevator of Barmby & Tobaben at DeWitt, Neb., has been sold by them to Wm. Sasek of Swanton.

The contract has been let by Geo. Miner for the erection of a 10,000-bushel elevator, iron clad, at Woodruff, Kan.

A truck scale of 10 tons' capacity has been installed at Scribner, Neb., for the Crowell Lumber & Grain Company.

The following Kansas firms have equipped their elevators with Trapp Combination Truck and Wagon Dumps: Phillips County Farmers Union, Woodruff; Farmers Elevator Company, Wamego; M. S. Graham, Zurich; Farmers Co-operative Mer-

cantile Shipping Association, Zurich; Wakefield Farmers Co-operative Association, Wakefield; Delphos Co-operative Association, Delphos.

Articles of incorporation have been filed for the Louisiana Elevator & Warehouse Association of Louisiana, Mo.

The elevator of the Wright-Leet Grain Company at Liberty, Neb., has been purchased by the Harden Grain Company.

The Farmers Co-operative Elevator Association has been chartered at Weston, Mo. The capital stock is \$30,000.

The Turney Elevator Company of Turney, Mo., has equipped its new concrete elevator with a Bird Shipping Scale.

A steel clad elevator of 15,000-bushels' capacity has been erected at Woodruff, Kan., for the Phillips County Farmers Union.

Farmers around Harrisonville, Mo., are interested in a new farmers elevator company there. The firm is capitalized at \$30,000.

The J. W. Velte Grain Company at Elsie, Neb., is succeeded there by the High Line Grain Company. It will remodel the elevator.

The elevator of the L. S. Robb Grain Company at Scott City, Kan., is now controlled by J. E. Kirk of the Kirk Grain Company.

The Platte City Co-operative Elevator Association has purchased the A. J. Elevator at Tracy, Mo. J. E. Roberts is manager.

A truck dump and a 10-ton truck scale has been installed in the elevator of the Crowell Lumber & Grain Company of Emerson, Neb.

The Farmers Grain & Lumber Company of Kenard, Neb., has amended its articles of incorporation. Its capital stock now is \$50,000.

A new office has been built for the Farmers Grain Company of Brownson (Sidney p. o.), Neb. It has been equipped with a 10-ton truck scale.

The Langerberg-Tynes Elevator at Belle, Mo., has been sold. The plant and property is under the general management of Jesse H. Travis.

A Fairbanks Ball Bearing, all steel dump, has been installed in the elevator of the Farmers Union Elevator Company of Glen Elder, Kan.

A new elevator and warehouse are to be erected at Osborn, Kan., for the Osborn Elevator Association. Construction is to be started at once.

The elevator of the Arkansas Milling Company at Silverdale, Kan., has been purchased by the Silverdale Farmers Co-operative Association.

The elevator of the Farmers Union Elevator Company at Pendennis, Kan., has been sold to Lester Wheatcroft. He will operate it independently.

The Farmers Grain Company of Gretna, Neb., has repaired its elevator and equipped it with a Fairbanks 10-ton truck scale and other machinery.

A co-operative elevator company is to be organized at Diamond, Mo., capitalized at \$15,000 or \$20,000. The company will either build or buy an elevator.

W. E. West, C. H. Elson, O. F. Martin and others are interested in the Ash Grove (Mo.) Farmers Exchange. The company is capitalized at \$20,000.

The business of the Farmers Produce Exchange at Ethel, Mo., was recently taken over by the Swarthout Feed & Produce Company of La Plata.

The Farmers Lumber & Coal Company has leased the Shiveley Mills at Newnan Grove, Neb. The company will enter the grain and milling business.

J. C. Carr and F. H. Farris are no longer associated with the Patterson Grain Company of Springfield, Mo. Mr. Patterson will continue the business.

The elevator of the Crowell Lumber & Grain Company of Dodge, Neb., has been repaired. A new truck dump was installed and a new foundation put under the elevator.

The Farley Co-operative Elevator Association of Farley, Mo., recently purchased an automatic scale from the Great Western Manufacturing Company of Leavenworth, Kan.

M. F. Sweet, J. W. Kinion and F. C. Strebel have incorporated the Farmers Union Co-operative Elevator & Shipping Association of Claudell, Kan. Its capital stock is \$20,000.

Henry Sabert is manager of the Farmers Elevator Company of Sarcoxie, Mo. Its capital stock is \$5,000. The firm will erect a warehouse for feed and fertilizer, 18x36 feet.

A stock company is being organized at New Florence, Mo., for the farmers of that territory. They will purchase the mill there or else erect a mill and elevator there.

All of the elevators of the United Elevators Company of Topeka, Kan., are being covered with corrugated galvanized iron and are being equipped with Fairbanks Automatic Scales.

The elevator of the Hudson Grain & Supply Company, Hudson, Kan., is to be conducted under the management of the Hudson Farmers Union Co-operative Business Association, which was recently

organized. Its capital stock is \$25,000. Edw. Hitz is president; K. Fischer, vice-president; A. C. Hitz, secretary-treasurer, and G. H. Immer, manager.

The interest of G. W. Roller in the grain business at Norton, Kan., has been purchased by his partner, J. E. O'Brien. Mr. Roller will erect elevators at both Rexford, Kan., and Wray, Colo.

The West Elevator, office building and machinery at Wyaconda, Mo., have been purchased by the Wyaconda Grain Company from Sherwood & Bertram. The company is putting up a new building for the mill.

The head offices of the Uniontown Grain Company of Uniontown, Kan., have been moved to Fort Scott where they will operate as the Fort Scott Fuel, Feed & Grain Company. George H. Snyder will be in charge.

Peter Christianson is succeeded as manager for the Farmers Lumber & Elevator Company of Pender, Neb., by Frank V. Uridil. He was formerly manager of the Crowell Lumber & Grain Company of Clarkson.

A farmers' organization has purchased the property of the Rumble Mill & Elevator Company of Weston, Mo. The purchase includes a 50-barrel mill, 25,000-bushel elevator, grain bins and large warehouse.

The Weber Flour Mills Corporation is erecting a large new grain elevator at Ellsworth, Kan. The Great Western Manufacturing Company of Leavenworth, Kan., is furnishing a large portion of the machinery equipment.

The Farmers Co-operative Elevator Union of Ness City, Kan., is about to install the machinery equipment in its new grain elevator. All the machinery equipment is being furnished by the Great Western Manufacturing Company of Leavenworth, Kan.

H. F. Tasset is president, E. M. Smart, treasurer, and Fred M. Smith, sales manager of the Producers Grain Company of Hutchinson, Kan. The company will have a line of grain elevators at Trousdale, Hopewell, and Spearville. Its headquarters will be at Hutchinson.

A company of wheat growers from western Nebraska headed by D. R. Jones of Sidney has purchased the elevator and mill of C. G. Barnes at Albion, Neb. The company will overhaul the plant and have it ready for the new crop. It will operate as the Boone County Mill & Elevator Company.

The Jones-Hettelsater Construction Company who has charge of the construction of the new grain elevator at Rushville, Mo., has awarded the contract for a large portion of the machinery equipment to the Great Western Manufacturing Company of Leavenworth, Kan.

The contract has been let by Lee Miller for the erection of a 15,000-bushel elevator at McPherson, Kan. The elevator will be equipped with a 10-ton type registering Howe Auto Truck Scale, 1,250-bushel automatic scale, Bowsher Feed Mill and a Globe Truck Dump. The power will be supplied by three G. E. Electric Motors.

Trapp Auto Truck Dumps, manufactured by the Trapp-Gohr-Donovan Company of Omaha, have been installed in the following Kansas plants: Hunter Mill Company of Wellington, in its elevators at Albion, Argonia, Ashton, Belle Plaine, Crofts, Dalton, Purley, Mayfield, Medicine Lodge, Sharon, and Pixley; Herndon Equity Union Exchange, Herndon; Hardman Lumber Company, Wakeeney; Morrison Grain Company of Kansas City, Mo., at Codell, Barnard and Hill City; Hadley Milling Company, Olathe; C. E. Robinson Grain Company of Salina for elevators at Codell, Studley, Salina, Palco, Dresden and Salina; Farmers & Merchants Mill & Elevator Company, Palco; Jackman Roller Mills, Minneapolis and Sumnerville; E. E. Smith of Bartley, and the Lebanon Equity Exchange of Lebanon, Neb., have also purchased Trapp Auto Dumps.

BUFFALO, N. Y., is reported as being out after the scalp of Minneapolis as the milling center of the country. It is not impossible but they have a long way to go.

FREIGHT rates on alfalfa hay and meal in carlots from Colorado common points to Missouri River and Mississippi River Crossings and Chicago has been reduced 72 cents.

SMITH Bros. Grain Company of Fort Worth, Texas, bought the first car of 1921 wheat marketed in Texas. It came from Haskell County and tested 59 pounds and averaged 17½ bushels to the acre.

THE American Farm Bureau Federation claims a membership of over a million, having added 307,713 new members in the last six months. Forty-three states are affiliated with the national organization.

THE Santa Fe Railway Company announces that effective May 25 it has reduced rates on hay and alfalfa products from New Mexico points to Kansas City, Chicago, St. Louis and Memphis. The new rates are classed as emergency and expire September 30.

## OBITUARY

**COLLINS.**—Following an operation, Joshua R. Collins, a grain operator, land owner and banker at Morris, Ill., died at a Chicago hospital on May 15. He was 66 years old. Mr. Collins was a member of the Chicago Board of Trade and was connected with Riordon, Martin & Co.

**CROSBY.**—C. R. Crosby, head of the feed firm of E. Crosby & Co., Brattleboro, Vt., died on May 7. He became a member of the firm which his father established in 1888. His father died in 1890 and the business was conducted by Charles R., his brother, Edw. C., and his brother-in-law, L. F. Adams. Edward C. Crosby retired in 1897; Mr. Adams died in 1910, leaving C. R. Crosby to conduct the business.

**DORLAND.**—On May 4, Earl A. Dorland died at Sandy Creek, N. Y. He was a feed man and a member of the Board of Directors of the Eastern Federation of Feed Merchants.

**FLETCHER.**—Henry Clay Fletcher died at his home in Clear Lake, Iowa, recently. He was one of the earliest grain solicitors and had been with D. R. Wagner & Co., for 30 years. He retired because of ill health some time ago.

**GILLIG.**—William Gillig, formerly a member of the Chicago Board of Trade, died recently at Riverside, Calif.

**GREGG.**—Joseph Gregg, head of the grain and hay firm of Joseph Gregg & Son of Atlanta, Ga., died recently. Further details concerning him are given elsewhere in this issue.

**HALL.**—John K. Hall died recently at Los

Angeles, Calif., aged 73 years. He had for more than 20 years been identified with the Bolin-Hall Grain Company of Liberal, Kan.

**HUME.**—John Hume, associated with John Hume & Son, seed and grain dealers located at Port Hope, Ont., died recently.

**KNAUL.**—Aged 77 years, Michael Knaul died at Toledo, Ohio. He had for more than 25 years been flour inspector for the Chamber of Commerce of Cincinnati, and was a member of the exchange when he died. He moved to Toledo about five years ago.

**MARSHALL.**—Walter Marshall died recently. He was one of the pioneers of the grain trade in Canada and was one of the charter members of the Montreal Board of Trade.

**MCCAFFREY.**—Pneumonia caused the death on May 18 of William A. McCaffrey, aged 59 years. Mr. McCaffrey was a former president of the Hay & Grain Exchange of Pittsburgh and was president of the Daniel McCaffrey Sons Company, the oldest hay and grain firm in Pittsburgh. Two daughters survive him.

**REINHARDT.**—Geo. N. Reinhardt died early this month at the age of 63 years. Mr. Reinhardt was for years a prominent distributor of hay, grain, etc., on New York Produce Exchange; he had been a member of the Hay and Straw Committee.

**SMITH.**—Aged 85 years, Fred K. Smith on May 17 died at Long Beach, Calif. He had for over 20 years been a member of the Chicago and the Kansas City Boards of Trade.

## FIRES—CASUALTIES

**Broadwell, Ill.**—The E. B. Conover grain elevator here was burned with a loss of \$25,000.

**Hinton, Okla.**—The elevator of the Zobish Grain Company was recently destroyed by fire caused by lightning.

**Angola, Ind.**—Fire destroyed the building here occupied by the Orland Milling & Electric Company as a feed store.

**Gordon, Neb.**—Fire destroyed the Farmers Elevator Company's elevator here. Loss was \$30,000; insurance, \$24,000.

**Wheeler, Mich.**—Slight damage was done to the plant of the Breckenridge Farmers Elevator Company by fire on May 21.

**Sioux Falls, S. D.**—A loss of between \$20,000 and \$25,000 was sustained when the Arnold Elevator here was burned recently.

**Nicholasville, Ky.**—The Farmers Coal, Grain & Feed Company sustained a total loss on May 21 by fire. The cause of the blaze is unknown.

**Williamston, Mich.**—On May 2 fire occurred in the plant of the Producers Warehouse Company causing a loss on building of \$2,000; on stock of \$900.

**Makaroff, Man.**—On May 6 fire destroyed the grain elevator of the N. Bawlf Grain Company. It contained several thousand bushels of grain.

**Niagara Falls, N. Y.**—Henry Wagner's feed store burned recently. Feed valued at \$8,000 was damaged. The cause of the fire has not been determined.

**La Moure, N. D.**—Fire on May 18 destroyed the Farmers Equity Elevator together with 2,000 bushels of grain. The fire started at the top of the elevator.

**McPherson, Iowa.**—Fire on May 31 destroyed the elevator and several other buildings. The fire started in the elevator. The total loss amounted to \$50,000.

**Mount Vernon, Texas.**—Fire recently damaged the wholesale flour, grain and feed store of the V. V. Cassell Grain Company. The loss is covered by insurance.

**Lebanon, Ky.**—Fire on May 30 destroyed the feed store of L. A. Collins and the Lebanon Milling Company. Fire started in the storeroom of the milling company.

**Ritchie Station, near Van Wert, Ohio.**—The elevator of the Ritchie Grain Company burned on May 19. The loss is estimated at \$40,000. The loss is covered by insurance.

**Bonesteel, S. D.**—On May 17, fire destroyed the J. B. Klappel Elevator located here. The fire spread

with such rapidity that it was impossible to save anything. It contained about 500 bushels of oats at the time of the blaze.

**Stanton, N. D.**—Fire of unknown origin destroyed the Cruden Elevator here owned by Turle & Co., of Duluth. Loss on building amounted to about \$7,500. The loss is covered by insurance.

**Menan, Idaho.**—Fire destroyed the office of the Cruden Elevator and Grain Company recently. The total loss by fire which destroyed other buildings in the town amounted to \$50,000.

**Waverly, Wash.**—Fire destroyed the Waverly Grain Company's warehouse. The building was valued at \$5,000; the wheat at \$23,000. Only a part of the loss was covered by insurance.

**Lacombe, Alta.**—The elevator of Garland & Day here was damaged by fire of unknown origin. The elevator has a capacity of 35,000 bushels. A considerable quantity of grain was also destroyed.

**Bainbridge, Ga.**—Fire damaged the grain elevator of J. I. Davis not long ago. The origin of the fire was unknown. About 700 bushels of beans and the machinery were damaged by fire and water.

**Surrey, Ill.**—On May 13 the grain elevator here was burned. Loss amounted to \$12,000. N. C. South of Knoxville is the owner. The building contained between 5,000 and 6,000 bushels of corn, oats and wheat.

**Rosthern, Sask.**—On May 26 fire destroyed the large new elevator of the Saskatchewan Co-operative Elevator Company. The fire was caused by lightning. A carload of oats and 2,000 bushels of wheat were also burned.

**Kansas City, Mo.**—On May 25 the North Bros. Hay & Grain Company's building was totally destroyed. The loss amounted to \$150,000, of which \$110,000 was covered by insurance. The cause of the fire was undetermined.

**Lankin, N. D.**—The elevator of the Ruzicka Elevator Company, together with 3,400 bushels of grain, was destroyed by fire recently. The fire spread to the Atlantic Elevator and destroyed that too, with 14,000 bushels of grain.

**South Bend, Ind.**—Fire on May 16 destroyed the elevators of the South Bend Grain Company causing a loss of \$225,000. The origin of the flames have not as yet been determined. No plans for rebuilding have as yet been announced.

**Oklahoma City, Okla.**—Fire on June 10 destroyed a grain elevator here leased by the Langenberg Bros. Company of St. Louis, Mo. The loss amounted to \$53,000. With the exception of about \$3,000 dam-

age to wheat all the loss was on the elevator which is owned by Cathcart & Cottrell. The elevator was of frame construction, covered with metal siding.

**New Haven, Ill.**—Fire destroyed the grain elevator and three cribs owned by W. Ford of New Harmony, Ind., and Chas. Karnes of Mt. Vernon, Ind. A large quantity of seed corn and some farm machinery were also destroyed.

**Chard Station, near Pomeroy, Wash.**—The grain warehouse at this station, owned by H. L. Chard, caught fire and was destroyed. There was considerable grain in the elevator at the time, all of which was destroyed. The house will not be rebuilt.

**Melville, N. D.**—The Powers Elevator here was destroyed by fire which is believed to have started in the cupola from an overheated bearing. About 6,000 bushels of wheat were also destroyed. The property was well insured. The company will rebuild immediately.

**Packard, near Ritzville, Wash.**—The Farmers Elevator and Warehouse, located here, was burned. The fire was of unknown origin. The damage amounted to \$30,000, well covered by insurance. About 30,000 bushels of grain were burned. The plant was practically new and had a capacity of 65,000 bushels.

**Buffalo, N. Y.**—The George J. Meyer Milling Company's elevator here, together with 40,000 bushels of grain burned on May 20. The loss amounted to \$150,000. The company had for many years been in malting business, but a year ago began flour milling. Regular operations of the plan were not suspended because of the fire.

## GRAIN TRADE PATENTS

Bearing Date of March 8, 1921

Apparatus for drying hay, grain or the like.—James G. Boswell, Paradis, La. Filed April 4, 1918. No. 1,370,513.

Bearing Date of March 15, 1921

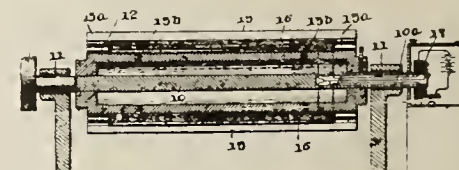
Bean separator.—Leonard Kunderling, Sebawaing, Mich. Filed October 7, 1918. No. 1,371,313.

Grain car.—Sandy Dukes, Beaumont, Texas. Filed December 10, 1919. No. 1,371,877.

Grain door.—Donald D. Campbell, Winnipeg, Man., Canada. Filed June 14, 1920. No. 1,371,858.

Combined feeder and magnetic separator.—Henry Converse, Winona, Minn. Filed August 21, 1920. No. 1,371,301. See cut.

Claim: An apparatus of the character described comprising in combination, a chute for grain or the like having an opening and a shelf contiguous with said opening, and a combined feeder and separator consisting of a rotatable shaft arranged transversely of said chute and adjacent said opening, a cylinder fixed on said shaft, longitudinal bars carried by the periphery of said cylinder.

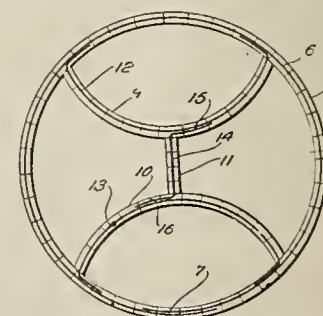


der constituting ribs of the feeder and magnets of the separator and adapted to traverse the opening and successively lie above the shelf, a coil associated with each bar for inducing magnetism therein, and means under the control of the cylinder to energize the coils of the bars within the chute and deenergize the coils of the bars traversing the opening and overlying the shelf including a commutator actuated by the rotatable shaft.

Bearing Date of March 22, 1921

Grain storage bin.—Zebulon Wirt, Kansas City, Mo. Filed October 19, 1918. No. 1,372,060. See cut.

Claim: A grain bin comprising a circular outer wall consisting of blocks laid in courses, continuously curved arcuate walls located at opposite sides of the center of the outer wall and having their vertical edges abut-



ting against the inner face of the outer wall at spaced points, said arcuate walls presenting inner convex faces to each other and consisting of blocks laid in courses and a connecting wall interposed between the arcuate walls between the ends thereof and bracing and holding the same in position to each other and the circular outer wall.

Bearing Date of March 29, 1921

Feed regulator.—Emil R. Draver, Richmond, Minn. Filed July 26, 1919. No. 1,372,869.

Bearing Date of April 5, 1921

Bag holder.—Lester B. Shamblen, Omaha, Neb., assignor of one-half to United Alfalfa Company,

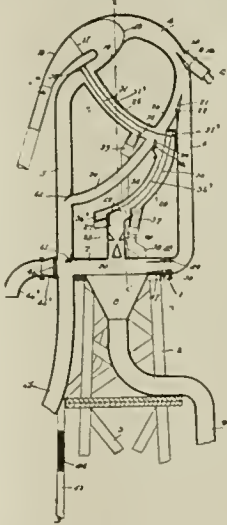
June 15, 1921

Omaha, Neb., a corporation of Nebraska. Filed June 2, 1920. No. 1,373,839.

Grain car door.—Theodore Gibson, Tulsa, Okla. Filed July 20, 1918. No. 1,374,073.

Grain cleaner.—Charles Argyle Torrence, Winnipeg, Man., Canada. Filed September 3, 1919. No. 1,373,685. See cut.

Claim: In a wind operated grain cleaning machine in combination, a wind feed spout for receiving and delivering the grain to be cleaned, a head chute receiving from the wind spout, vertically disposed side chutes connecting with the opposite ends of the head chute, a screen extending across the head chute and designed to effect an initial separation of the grain and direct the separated grain toward one of the side chutes, a blast chute connecting the lower ends



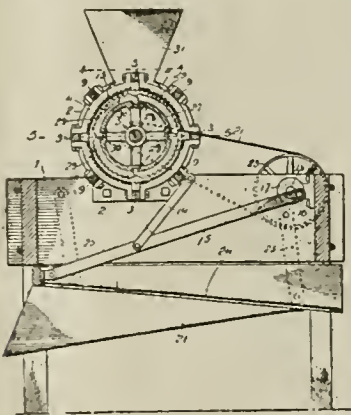
of the side chutes, a spreader located above and delivering to the blast chute, a hopper located on the under side of the blast chute, means for leading the initially separated grain caught by the screen to the spreader, means for effecting a further cleaning of the grain in passage to the spreader and means for carrying off the material separated from the grain in passage.

Bearing Date of April 12, 1921

Automatic weighing machine.—Charles L. Bond, Philadelphia, Pa. Filed January 28, 1919. No. 1,374,876.

Feed grinding machine.—Joseph H. Williams, North Kansas City, Mo. Filed December 16, 1919. No. 1,374,699. See cut.

Claim: In a feed grinding machine, a plurality of circularly arranged grinding members, another set of grinding members similarly arranged in alternate order between the first named grinding members, the teeth of the grinding members of each of said sets being obliquely disposed on the inner sides of said grinding members, the teeth of one set of grinding



members being laterally inclined in one direction, the teeth of the other set of grinding members being laterally inclined in the opposite direction, means for obtaining relative oscillation between grinding members of said two sets, a rotary support encircled by said grinding members, and grinding members arranged circularly on the periphery of said rotary support and revoluble therewith and having peripheral teeth adjacent to but spaced apart from the first named grinding members.

Bearing Date of April 19, 1921

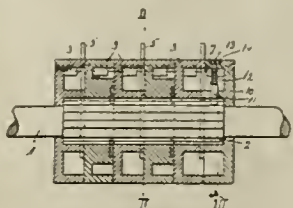
Scale for automatically weighing granular or like substances.—Arthur Barraclough, Birmingham, England, assignor to W. & T. Avery, Ltd., Birmingham, England. Filed August 26, 1918. No. 1,374,977.

Compound for treatment of smut.—John P. Minne, Cosmopolis, Wash. Filed November 24, 1919. No. 1,375,529. See claim:

Claim: A compound for the treatment of grain to prevent smut comprising three pounds of lime, one-half pound of salt, two pounds of ashes, two gallons of water thoroughly heated and commingled.

Feed roll for grain and seed cleaning machines or the like.—Marius Johan Nielsen, Vesteraaby, Denmark. Filed May 13, 1919. No. 1,375,228. See cut.

Claim: A feed roll for grain cleaning machines, comprising a shaft, a plurality of disk-shaped mem-

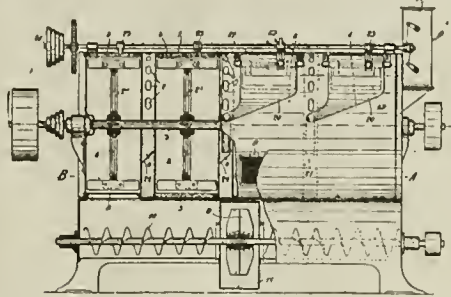


bers revoluble about said shaft as a unit, means for locking said members to the shaft for rotation there-

with and releasable to permit independent rotation of said members as a unit, each of said disk members being provided with a pair of apertures extending inward from its periphery and an adjustable bar guided in each of said apertures, the shaft and bars having co-operating means for adjusting the latter when the shaft and disk members are independently rotated.

Machine for shelling and polishing grain and the like.—Leopold Kaspar, Gross-Senitz, Czecho-Slovakia. Filed November 6, 1920. No. 1,375,592. See cut.

Claim: A machine for shelling, polishing and the like treatment of grain and the like, comprising a plurality of shelling chambers adapted to be traversed in succession by the material to be shelled, the several shelling chambers being normally shut-off from



one another, means for establishing communication between any two chambers temporarily during the working so that they can run full at the same time during one and the same working period.

Bearing Date of April 26, 1921

Material separator.—Merrell A. Dean, St. Louis, Mo., assignor to Williams Patent Crusher & Pulverizer Company, St. Louis, Mo., a corporation of Missouri. Filed March 31, 1920. No. 1,376,190.

Grinder and shredder.—Harry J. Shelton, St. Louis, Mo. Filed April 26, 1920. No. 1,375,862.

Device for removing the closure boards of grain car doors.—Harry R. Wait, Buffalo, N. Y. Filed January 9, 1920. No. 1,376,124.

Bearing Date of May 3, 1921

Device for sprouting seeds.—William Boss, St. Paul, Minn. Filed September 30, 1918. No. 1,376,998.

## RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at the leading terminal markets in the United States for May:

**BALTIMORE**—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

| Receipts          |           | Shipments |           |
|-------------------|-----------|-----------|-----------|
| 1921              | 1920      | 1921      | 1920      |
| Wheat, bus. ....  | 1,163,497 | 2,091,936 | 1,204,718 |
| Corn, bus. ....   | 2,658,128 | 2,067,84  | 3,093,206 |
| Oats, bus. ....   | 165,145   | 210,458   | 275,193   |
| Barley, bus. .... | 46,329    | 101,279   | 101,279   |
| Rye, bus. ....    | 1,088,276 | 2,926,160 | 1,037,496 |
| Hay, tons. ....   | 1,551     | 2,687     | 2,687     |
| Flour, bbls. .... | 116,407   | 126,277   | 35,266    |

**CHICAGO**—Reported by John R. Mauff, secretary of the Board of Trade:

| Receipts                    |           | Shipments |           |
|-----------------------------|-----------|-----------|-----------|
| 1921                        | 1920      | 1921      | 1920      |
| Wheat, bus. ....            | 1,906,600 | 1,356,000 | 1,754,000 |
| Corn, bus. ....             | 9,466,000 | 3,139,000 | 9,225,000 |
| Oats, bus. ....             | 5,254,000 | 4,592,000 | 5,760,000 |
| Barley, bus. ....           | 632,000   | 806,000   | 397,000   |
| Rye, bus. ....              | 94,000    | 545,000   | 49,000    |
| Timothy Seed, lbs. ....     | 2,368,000 | 733,000   | 1,550,000 |
| Clover Seed, lbs. ....      | 418,000   | 4,000     | 370,000   |
| Other Grass Seed, lbs. .... | 580,000   | 625,000   | 1,259,000 |
| Flax Seed, bus. ....        | 157,000   | 102,000   | 1,000     |
| Hay, tons. ....             | 9,333     | 12,840    | 624       |
| Flour, bbls. ....           | 737,000   | 541,000   | 362,000   |

**DULUTH**—Reported by Chas. F. MacDonald, secretary of the Board of Trade:

| Receipts          |           | Shipments |           |
|-------------------|-----------|-----------|-----------|
| 1921              | 1920      | 1921      | 1920      |
| Wheat, bus. ....  | 1,543,365 | 2,888,440 | 2,331,096 |
| Corn, bus. ....   | 266,332   | 388,109   | 388,109   |
| Oats, bus. ....   | 317,885   | 98,254    | 87,442    |
| Barley, bus. .... | 177,126   | 152,009   | 704,533   |
| Rye, bus. ....    | 564,431   | 1,835,986 | 702,100   |
| Flax, bus. ....   | 421,215   | 59,388    | 865,895   |
| Flour, bbls. .... | 612,530   | 672,717   | 635,310   |

**FORT WILLIAM, ONT.**—Reported by E. A. Ursell, statistician of the Board of Grain Commissioners:

| Receipts               |           | Shipments |            |
|------------------------|-----------|-----------|------------|
| 1921                   | 1920      | 1921      | 1920       |
| Wheat, bus. ....       | 4,412,782 | 4,417,976 | 10,725,132 |
| Corn, bus. ....        | 210,563   | 35,935    | 144,115    |
| Oats, bus. ....        | 4,736,343 | 2,344,356 | 8,056,162  |
| Barley, bus. ....      | 538,122   | 315,966   | 1,599,487  |
| Rye, bus. ....         | 85,035    | 57,533    | 246,280    |
| Flax Seed, bus. ....   | 489,744   | 67,551    | 492,051    |
| Mixed Grain, lbs. .... | 1,591,755 | 1,029,982 | 237,500    |

**INDIANAPOLIS**—Reported by Wm. H. Howard, secretary of the Board of Trade:

| Receipts         |           | Shipments |           |
|------------------|-----------|-----------|-----------|
| 1921             | 1920      | 1921      | 1920      |
| Wheat, bus. .... | 124,800   | 140,400   | 113,100   |
| Corn, bus. ....  | 1,764,000 | 1,204,000 | 1,086,400 |
| Oats, bus. ....  | 1,118,000 | 1,676,000 | 1,124,000 |
| Rye, bus. ....   | 7,000     | 21,000    | 11,200    |

**KANSAS CITY**—Reported by E. D. Bigelow, secretary of the Board of Trade:

| Receipts               |           | Shipments |           |
|------------------------|-----------|-----------|-----------|
| 1921                   | 1920      | 1921      | 1920      |
| Wheat, bus. ....       | 7,352,100 | 4,158,000 | 5,913,000 |
| Corn, bus. ....        | 973,750   | 877,500   | 1,298,750 |
| Oats, bus. ....        | 340,000   | 384,200   | 424,500   |
| Barley, bus. ....      | 87,000    | 138,000   | 97,500    |
| Rye, bus. ....         | 9,900     | 41,800    | 20,900    |
| Kaffir Corn, bus. .... | 301,400   | 540,100   | 428,000   |
| Hay, tons. ....        | 12,504    | 27,492    | 3,744     |
| Flour, bbls. ....      | 55,900    | 64,350    | 106,925   |

**LOS ANGELES**—Reported by M. D. Thiebaud, secretary of the Los Angeles Grain Exchange:

| Receipts                         |      | Shipments |       |
|----------------------------------|------|-----------|-------|
| 1921                             | 1920 | 1921      | 1920  |
| Wheat, car loads. ....           | 185  | 203       | ..... |
| Corn, car loads. ....            | 96   | 60        | ..... |
| Oats, car lds. ....              | 8    | 16        | ..... |
| Barley, car loads. ....          | 196  | 151       | ..... |
| Rye, car loads. ....             | 2    | 1         | ..... |
| Mild and Katfir Corn, cars. .... | 142  | 223       | ..... |
| Hay, cars. ....                  | 279  | 301       | ..... |
| Flour, cars. ....                | 124  | 102       | ..... |

**MILWAUKEE**—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

| Receipts                |         | Shipments |         |
|-------------------------|---------|-----------|---------|
| 1921                    | 1920    | 1921      | 1920    |
| Wheat, bus. ....        | 620,700 | 264,750   | 431,950 |
| Corn, bus. ....         | 884,225 | 588,565   | 639,263 |
| Oats, bus. ....         | 987,940 | 1,551,275 | 600,185 |
| Barley, bus. ....       | 672,075 | 711,005   | 114,230 |
| Rye, bus. ....          | 292,985 | 481,850   | 226,626 |
| Timothy Seed, lbs. .... | 527,240 | 60,000    | 133,786 |
| Clover Seed, lbs. ....  | 20,007  | 156,219   | 802,205 |
| Flax Seed, bus. ....    | 13,800  | 15,940    | 410     |
| Feed, tons. ....        | 1,710   | 3,112     | 16,130  |
| Hay, tons. ....         | 1,512   | 1,018     | 360     |
| Flour, bbls. ....       | 137,630 | 61,052    | 80,476  |

**NEW ORLEANS**—Reported by G. S. Colby, chief grain inspector and weighmaster of the Board of Trade:

| Receipts          |       | Shipments |         |
|-------------------|-------|-----------|---------|
| 1921              | 1920  | 1921      | 1920    |
| Wheat, bus. ....  | ..... | 5,082,839 | 798,975 |
| Corn, bus. ....   | ..... | 313,675   | 113,348 |
| Oats, bus. ....   | ..... | 100,010   | 98,525  |
| Barley, bus. .... | ..... | 72,216    | 290,676 |
| Rye, bus. ....    | ..... | 59,127    | 110,000 |

**NEW YORK CITY**—Reported by H. Heinzer, statistician of the Produce Exchange:

| Receipts                |           | Shipments |       |
|-------------------------|-----------|-----------|-------|
| 1921                    | 1920      | 1921      | 1920  |
| Wheat, bus. ....        | 2,351,250 | 1,941,000 | ..... |
| Corn, bus. ....         | 585,200   | 748,000   | ..... |
| Oats, bus. ....         | 1,610,000 | 521,000   | ..... |
| Barley, bus. ....       | 754,800   | 799,000   | ..... |
| Rye, bus. ....          | 326,200   | 262,000   | ..... |
| Clover Seed, bags. .... | .....     | 55        | ..... |
| Flax Seed, bus. ....    | 881,408   | .....     | ..... |
| Hay, bales. ....        | 8,231     | 14,088    | ..... |
| Flour, bbls. ....       | 869,746   | 728,000   | ..... |

**OMAHA**—Reported by J. P. Manchester, secretary of the Grain Exchange:

| Receipts          |           | Shipments |           |
|-------------------|-----------|-----------|-----------|
| 1921              | 1920      | 1921      | 1920      |
| Wheat, bus. ....  | 2,325,600 | 1,496,400 | 1,900,800 |
| Corn, bus. ....   | 1,771,000 | 1,507,800 | 1,593,200 |
| Oats, bus. ....   | 722,000   | 1,140,000 | 598,000   |
| Barley, bus. .... | 50,400    | 39,600    | 37,800    |
| Rye, bus. ....    | 41,800    | 84,700    | 46,200    |

**PEORIA**—Reported by John R. Lofgren, secretary of the Board of Trade:

| Receipts               |           | Shipments |         |
|------------------------|-----------|-----------|---------|
| 1921                   | 1920      | 1921      | 1920    |
| Wheat, bus. ....       | 44,516    | 577,700   | 42,000  |
| Corn, bus. ....        | 1,158,050 | 1,232,250 | 472,500 |
| Oats, bus. ....        | 776,900   | 1,273,200 | 653,400 |
| Barley, bus. ....      | 43,400    | 32,200    | 12,600  |
| Rye, bus. ....         | 1,200     | 139,200   | 9,600   |
| Mill Feeds, tons. .... | 7,000     | 7,080     | 11,420  |
| Seeds, lbs. ....       | 30,000    | 240,000   | 90,000  |
| Hay, tons. ....        | 360       | 1,570     | 170     |
| Flour, bbls. ....      | 210,800   | 219,100   | 174,400 |

**PHILADELPHIA**—Reported by S. S. Daniels, secretary of the Commercial Exchange:

| Receipts          |           | Shipments |           |
|-------------------|-----------|-----------|-----------|
| 1921              | 1920      | 1921      | 1920      |
| Wheat, bus. ....  | 2,219,680 | 2,566,917 | 2,206,795 |
| Corn, bus. ....   | 1,011,254 | 78,103    | 1,258,233 |
| Oats, bus. ....   | 321,292   | 411,830   | .....     |
| Barley, bus. .... | 2,742     | 10,027    | .....     |
| Rye, bus. ....    | 87,730    | 382,246   | 160,952   |
| Flour, bbls. .... | 188,198   | 173,537   | 65,428    |

**PORTLAND, MAINE**—Reported by Geo. F. Feeney, traffic manager of the Chamber of Commerce:

| Receipts         |           | Shipments |         |
|------------------|-----------|-----------|---------|
| 1921             | 1920      | 1921      | 1920    |
| Wheat, bus. .... | 59,797    | 94,649    | 252,000 |
| Oats, bus. ....  | .....     | 3,122     | .....   |
| Rye, bus. ....   | 1,099,521 | .....     | 643,105 |

**ST. LOUIS**—Reported by Eugene Smith, secretary of the Merchants' Exchange:

| Receipts          |           | Shipments |           |
|-------------------|-----------|-----------|-----------|
| 1921              | 1920      | 1921      | 1920      |
| Wheat, bus. ....  | 2,823,807 | 1,798,606 | 2,208,280 |
| Corn, bus. ....   | 2,355,600 | 1,754,350 | 1,308,250 |
| Oats, bus. ....   | 2,596,000 | 2,544,130 | 1,758,860 |
| Barley, bus. .... | 62,400    | 17,600    | 18,990    |
| Rye, bus. ....    | 19,800    | 17,881    | 7,460     |
| Hay, tons. ....   | 7,844     | 21,344    | 2,615     |
| Flour, bbls. .... | 366,550   | 232,490   | 337,700   |

**SAN FRANCISCO**—Reported by statistician of the Chamber of Commerce:

| Receipts            |         | Shipments |       |
|---------------------|---------|-----------|-------|
| 1921                | 1920    | 1921      | 1920  |
| Wheat, cts. ....    | 63,443  | .....     | ..... |
| Corn, cts. ....     | 15,049  | .....     | ..... |
| Oats, cts. ....     | 3,257   | .....     | ..... |
| Barley, cts. ....   | 279,541 | .....     | ..... |
| Rye, cts. ....      | 35      | .....     | ..... |
| Hay, tons. ....     | 3,805   | .....     | ..... |
| Flour, 1/4 ex. .... | 284,555 | .....     | ..... |

**TOLEDO**—Reported by A. Gassaway, secretary of the Produce Exchange:

| Receipts                 |         | Shipments |         |
|--------------------------|---------|-----------|---------|
| 1921                     | 1920    | 1921      | 1920    |
| Wheat, bus. ....         | 281,800 | 201,970   | 109,433 |
| Corn, bus. ....          | 228,750 | 135,000   | 133,030 |
| Oats, bus. ....          | 408,200 | 328,000   | 257,090 |
| Barley, bus. ....        | 2,400   | 2,400     | .....   |
| Rye, bus. ....           | 14,400  | 130,000   | 26,431  |
| Timothy Seed, bags. .... | 3       | 1,176     | 3,976   |
| Clover Seed, bags. ....  | 418     | 383       | 484     |
| Alsike, bags. ....       | 194     | 184       | 292     |

The Chewelah Feed Store at Chewelah, Wash., has been sold by J. F. Cain to B. F. Cook and J. M. Dorton. Mr. Cain bought the business a year ago.

## FIELD SEEDS

## IOWA SEED DEALERS MEET

The Iowa Seed Dealers Association held its annual meeting on June 1, at Des Moines. The following officers were elected to serve during the ensuing year: President, John T. Hamilton, Cedar Rapids; vice-president, W. H. Talbot, Osceola; secretary, A. M. Eldridge, Shenandoah; treasurer, J. T. Hoffler, Nora Springs. Executive Committee: George Kurtzweil, Henry Klug and H. A. Johns.

## CLOVER PEST ON INCREASE

A country wide insect pest survey conducted by the Bureau of Entomology, United States Department of Agriculture, shows that there is a decided increase in the destructive attacks by the lesser clover leaf weevil, in the States of Illinois, Indiana and Missouri.

This pest, it is said, in conjunction with the clover leaf weevil and clover root curculio, sometimes accompanied by a fungus disease, is becoming so serious in parts of Ohio that Alsike and Sweet Clover are being substituted by farmers for Red Clover, as it is impossible to grow the latter crop successfully.

## PROSPECTIVE CRIMSON CLOVER SEED

The new crop domestic Crimson Clover seed will be a small factor in the commercial supply again this year according to reports submitted to the U. S. Bureau of Markets on May 20. The production in south central Tennessee, the heaviest producing section during the past four years, is expected to be even less than last year because of the reduced acreage to be harvested for seed. The yield per acre, however, will probably be more nearly normal and in some instances greater than in 1920. Harvesting of the seed crop will begin about June 1 and local shippers are prepared to offer \$7 to \$8.25 per 100 pounds for country-run seed.

## NEW HIGHS FOR CLOVER

"Clover active and stronger," say Southworth & Company, Toledo, Ohio, in letter for week ending June 11. "October rushed through the \$11 mark easily. New high is \$11.60. Low was \$8.85 in April. Now at 20 cents premium over the December. Some dealers believe this will be increased. Fresh buying power is noted at the new high level. Offerings are noticeably lacking. The advance was accelerated by crop damage news. Dealers who were bearish a short time ago, are now more friendly to the buying side. Fields that looked fine in May have been cut down by weevil and rank growth.

"Reports from leading Clover states show general belief that October around \$10 is low enough. Reports from Ohio and Indiana show old Clover generally fair to good. Acreage normal. Practically no carry-over."

## SMALL CARRYOVER BY RETAIL MERCHANTS

Retail seed merchants are buying sparingly, and will, in this way, clean up their stocks by the close of the season, notwithstanding the fact that the farmer demand is below normal. Reports submitted by retail dealers to the U. S. Bureau of Markets under date of May 20 indicate that this condition is general. While many dealers expect a good demand for late-sown forage crop seeds, most of them are not looking for any last-minute rush as the spirit of ultra-conservatism appears to have a firm hold on the buying farmer.

Prices generally are somewhat lower than a month ago, having followed the trend of wholesale prices in many cases. In strictly consuming sections, prices of late-sown forage crops have advanced, while in producing sections of a few of these seeds the prices quoted to farmers are somewhat lower.

## THE TOLEDO SEED MARKET

BY C. O. BARNHOUSE

Since the expiration of the old crop season, the market for the growing crop has shown considerable strength. The new crop does not appear to be all that can be desired, some fields being frozen out, others thin on the ground and others very weedy, and taken as a whole the promise for the new crop is not at all favorable. Some very bad reports are coming in from various sections of the seed belt.

The movement of seed is practically nil, and will likely continue so until the new Timothy and Alsike begins to arrive in August. The market for October Clover seed has been very strong, and shows a good advance. Toledo dealers have orders for

August and October Alsike which cannot be filled on account of the absence of offerings. Trading in Timothy futures is light.

There does not seem to be much interest in the Timothy market. In comparison with the Clovers, Timothy prices seem to be low and the trade may awake to the fact one of these days that Timothy is a good purchase. Prices at the close of the market today (June 11) are: Clover, October, \$11.60, December \$11.40; Alsike, August \$12.00, October \$11.50; Timothy, September \$3.55, October \$3.45. The Toledo Inspection Department has added to its facilities by the purchase of a seed testing balance.

## IMPORTS OF FORAGE PLANT SEED INTO UNITED STATES

The accompanying table, prepared in the Seed Laboratory of the Bureau of Plant Industry, United States Department of Agriculture, shows the amount of the various kinds of forage plant seeds

| Kind of seed.             | Month of May—  |                |                | 11 months ending May 31— |                |                |
|---------------------------|----------------|----------------|----------------|--------------------------|----------------|----------------|
|                           | 1921<br>Pounds | 1920<br>Pounds | 1919<br>Pounds | 1921<br>Pounds           | 1920<br>Pounds | 1919<br>Pounds |
| Alfalfa                   | 171,500        | 727,000        | 152,700        | 710,100                  | 18,268,600     | 263,600        |
| Blue grass, Canada        | 48,100         | 355,000        | 62,800         | 1,142,600                | 525,700        | 550,900        |
| Brome grass, awnless      | .....          | 2,400          | .....          | 8,600                    | 166,300        | .....          |
| Clover:                   |                |                |                |                          |                |                |
| Alsike                    | 209,600        | 156,900        | 98,000         | 4,015,400                | 5,636,700      | 7,002,400      |
| Crimson                   | 827,300        | 359,400        | 330,500        | 3,774,400                | 9,383,500      | 682,600        |
| Red                       | 676,400        | 600,100        | 80,300         | 13,850,700               | 19,115,600     | 962,800        |
| White                     | 118,800        | 5,700          | 700            | 432,700                  | 189,000        | 700            |
| Clover mixture:           |                |                |                |                          |                |                |
| White and alsike          | .....          | .....          | 8,600          | 1,600                    | 22,000         | 96,100         |
| Red and alsike            | .....          | .....          | .....          | 8,300                    | 700            | 900            |
| Alsike and timothy        | .....          | .....          | 5,300          | 13,200                   | 240,200        | 453,100        |
| Timothy, alsike and white | .....          | .....          | .....          | .....                    | 1,800          | .....          |
| Fescue, meadow            | .....          | .....          | .....          | .....                    | 2,800          | .....          |
| Millet:                   |                |                |                |                          |                |                |
| Broom corn                | 151,200        | .....          | .....          | 152,300                  | 225,400        | .....          |
| Foxtail                   | 7,200          | 800            | 13,500         | 433,500                  | 132,300        | 138,300        |
| Mixtures:                 |                |                |                |                          |                |                |
| Grass                     | .....          | .....          | .....          | 4,500                    | 2,600          | 200            |
| Spring vetch and oats     | 4,000          | .....          | .....          | 4,000                    | .....          | .....          |
| Orchard grass             | .....          | 125,000        | 77,200         | .....                    | 2,748,500      | 154,700        |
| Rape                      | 323,600        | 156,800        | 2,200          | 3,923,900                | 5,765,700      | 639,000        |
| Redtop                    | .....          | .....          | .....          | 200                      | 6,800          | 5,000          |
| Rye grass:                |                |                |                |                          |                |                |
| English                   | 130,100        | .....          | 33,600         | 1,384,300                | 1,799,000      | 300,000        |
| Italian                   | 4,600          | .....          | .....          | 487,400                  | 974,000        | 151,800        |
| Timothy                   | .....          | 1,100          | 79,400         | .....                    | 36,700         | 154,600        |
| Vetch:                    |                |                |                |                          |                |                |
| Hairy                     | 179,900        | 93,400         | 1,700          | 1,108,500                | 952,300        | 253,500        |
| Spring                    | 81,300         | 327,500        | 1,600          | 410,700                  | 992,300        | 435,200        |

subject to the Seed Importation Act permitted entry into the United States during the month of May, 1921, and during the 11 months ending May 31, 1921, as compared with the corresponding periods in the previous two years.

## SEEDS AT KANSAS CITY QUIET

BY B. S. BROWN

The seed market at Kansas City has been reported quiet for several weeks, with many of the more important seeds out of season. Cane and millet have been relatively firm, reflecting the belief that a dry season was in store for corn. Country offerings of both have been light and there have been only scattered shipping sales. An improved demand for sudan grass for forage sowing is expected later, but trade at present is dull and prices are barely steady. There is little spot inquiry for Alfalfa seed, buyers generally taking it with the expectation of carrying it until fall. Recent rains have improved the new crop outlook somewhat in this section. Cutting has started about two weeks later than usual, due to unseasonable weather last spring. The new crops of Clover, Blue Grass and Timothy are reported in satisfactory condition.

The following quotations represent sales from first hands in Kansas City: Fair to good, Alfalfa, \$10 to \$15 a cwt.; Timothy, \$3.25 to \$4.75; millet, German, \$1.25 to \$1.50; Siberian, 90 cents to \$1; common, 90 cents to \$1; Sudan, \$1.75 to \$2.15; cane seed, Orange, \$1 to \$1.10; Amber, 75 cents to \$1; Red-Top 80 cents to \$1.

While there is not much activity in Alfalfa seed in early summer, no subject in the seed world is being more eagerly discussed. The large destruction of hay by freezes around Easter—it is said that 2,000,000 tons of hay was destroyed in Kansas alone—implies a big demand for forage seed this summer and fall. Many Alfalfa fields planted this spring were completely frozen, and corn planted on the fields left for planting to Alfalfa this fall. Seedsmen therefore anticipate a very large demand by fall—and while there is not much anticipation of this demand in the accumulation of stocks, the market is already strengthening.

A transaction in Alfalfa seed that is said to set a record for the United States, was the purchase of 46 carloads, last March, by the J. G. Peppard Seed Company of Kansas City. This purchase was made in Utah, from a group of growers, who had come together for this season and this event only, and because of dissatisfaction with the condition of the

regular market courses. Heretofore there has been no co-operative movement among seed growers for the marketing of their production; and there is said to be no indication that the Utah incident presages any general turn to this method of marketing. The Peppard company brought a good part of this large purchase to its Kansas City warehouses, for distribution in the ordinary course of trade this spring and summer. The importance of Kansas City as an Alfalfa market, and the position of this company as a specialist in Alfalfa seed handling, both are reinforced by this incident. There are said to have been larger single transactions in field seeds previously by American companies, but they have had to do with foreign grown seeds as this is reputed to be the largest transaction in American grown seed.

## NEW YORK SEED SEASON ENDED

BY C. K. TRAFTON

The unusually prolonged season for field seeds has come to an end with prices generally firm. During the first half of May business continued unusually active for so late in the season, and while dealings were much smaller in the second half, the turn-over for the month was well above the average of ordinary seasons. Red Clover was still the leader in activity, but prices remained virtually unchanged. The most pronounced strength was in Kentucky and Canadian Blue Grass and in Orchard Grass. The

most striking exception was White Clover, which lost 10 cents per pound during the month.

The continued activity in Red Clover was largely traceable primarily to the advance in the value of the franc, which materially increased the cost of importing seed from France. When this foreign seed was offered late in April and early in May at relatively low prices, in some cases as low as 12 cents, many domestic buyers decided to hold off, hoping for a drop to lower levels. They changed their minds subsequently and attempted to cover their summer requirements when the cost to import advanced to fully 15 cents. As a consequence the market remained firm in spite of further liberal arrivals, amounting to 14,000 bags. As a substantial percentage of the imports went direct to large western and other out-of-town dealers there was little or no addition to local stocks.

Crimson Clover also remained firm as here were only small arrivals from Europe. The firmness was also ascribed to the advance in the franc as a result of which it was practically impossible to secure good lots of fair average quality below 7¼ cents c. i. f. New York. France is not offering any choice seed and it is evident that most of the supply available is spotted. There has been a much better demand in this market, but the majority of would-be buyers are extremely particular as to quality. However, as there is very little available it looks as though they would have to be satisfied with less desirable seed before long.

The strength in Blue Grass was founded primarily on the poor crop outlook. This served to stimulate the demand materially and a striking shortage of supplies developed. In fact, there was practically no 21-pound seed and 19-pound had to be taken instead. The Missouri Board of Agriculture has urged farmers to save and sell their seed owing to the prospective short yields in both Missouri and Kentucky and the general belief among state and Federal authorities that the national supply will be short. As a consequence Fancy Kentucky Blue Grass advanced about two cents and Canadian one cent. Orchard Grass was even more buoyant, rising about three cents.

White Clover, which was the scarcest and most wanted article during its regular season, beginning about the middle of March, continued to move well and at firm prices early in May. Just as the demand was tapering off toward the middle of the month about a hundred bags arrived from Germany. As a result the season ended with supplies somewhat

excessive and quotations dropped from 50 at 55 cents to 40 at 45 cents.

Alfalfa was inactive during May and without noteworthy change. Neither French nor Italian shippers were volunteering offerings, but on inquiry from 15 to 18 cents c. i. f. New York according to quality. This was more than domestic buyers would pay, and hence no business was done for shipment from Europe. Early in June greater interest developed owing to the arrival of about 1,100 bags from Argentina. This met with a good demand at 15 cents. There were further offerings for prompt shipment from Argentina at 14½ cents c. i. f. New York.

Timothy lagged along during May with neither buyers nor sellers disposed to press matters, and hence prices are nominally unchanged. Latterly a more confident feeling has prevailed, partly owing to claims that the Czecho-Slovakia Government had been buying freely in European markets. This created the impression that a better foreign demand would develop here ere long. Thus far New York exporters have done little or nothing for shipment, having no cheap Timothy to sell, but those in close touch with the West have been advised that there have been some dealings there for export. Red Top has been quiet but firm.

Canary seed has been in fairly good demand and about a half-cent higher. This was ascribed mainly to the increased cost of importing because of the advance in freight rates. The spot price is 2½ at 2¾ cents in bond or 3 at 3¼ cents duty paid. Rapeseed was firmer owing to meager stocks, it being practically impossible to find any car-lots. Moreover, quotations from Holland are about a quarter-cent higher, generally about 7 cents. Early in June 5,000 bags arrived from Argentina.

An interesting item was the arrival of about 100 tons of Sunflower seed (2,694 bags) from Buenos Aires on the steamer *West Selene*. This was imported by H. J. Baker & Bro. and met with a good demand as spot supplies had been reduced to a few small lots which were firmly held. In fact, the market developed considerable strength. Nothing more was available at the previous low level of 2 cents and part of the new arrival sold at 2.60 cents in car-lots and 3.25 cents for smaller lots. Bids of 2.35 cents were refused for the former. Some holders ask even more than the above prices as Argentine shippers have advanced their quotations from 2.50 to 2.75 cents, and there is little or no chance of early arrival owing to trouble with port workers there.

Early in June there was another arrival from Argentina, about 1,900 bags. It was said that some shippers there were quoting as low as 2 cents c. i. f. New York for early shipment. Sales were reported in this market at 2½ cents.

The following quantities arrived from abroad in addition to those noted above: 150 bags Rapeseed; 550 bags Rye Grass; 350 bags of other grasses; and 630 bags of vetches. The only export during the month was 55 bags of Clover to Germany.

#### SEEDS AT MILWAUKEE

BY C. O. SKINROOD

The record of seed receipts and shipments at Milwaukee for May tell a remarkable story of the activity of the trade in the past few weeks. The most outstanding point in the May figures is that the shipments of seeds, for that month, of Clover, were no less than eight times as large as for May a year ago, approximately.

Receipts of Clover for the past month have been almost nominal, with 20,007 pounds as compared with 156,219 pounds in May, 1920. Receipts a year ago in May were about eight times as large as they were for the past month, but last year's receipts were normal, while the small offerings this year were abnormal, and largely due to heavier receipts in the early months of 1921. The crop was sold earlier than usual, it is apparent from these figures.

Shipments of Clover seeds from Milwaukee in the past month were 802,205 pounds, as compared with 100,600 pounds for May a year ago. This is an index of the immense orders received by Milwaukee seed handlers in the past month. It records the remarkable spurt in trade activity which ranged over several months of the active buying season for seeds.

The story in Timothy trade is somewhat reversed. Here, receipts for the past month were 527,240 pounds as compared with 60,000 pounds for May a year ago. Receipts were therefore nearly nine times as large as a year ago. It may be said that last year's May receipts of Timothy seed were abnormally small, while this year's receipts for that month were larger than usual.

The shipments of Timothy seed in the month past from Milwaukee were 133,786 pounds as compared with 236,409 pounds for May of a year ago. Shipments were therefore actually larger a year ago than for the past month.

Summarizing, the figures show very light receipts of Clover seeds and very heavy shipments, while for Timothy seeds, the receipts are large and the shipments are relatively light.

The official crop report of the state throws some light on the prospects for a crop of seeds this year. Clover fields in the northern part of the state were

[Continued on Page 953]

## HAY, STRAW AND FEED

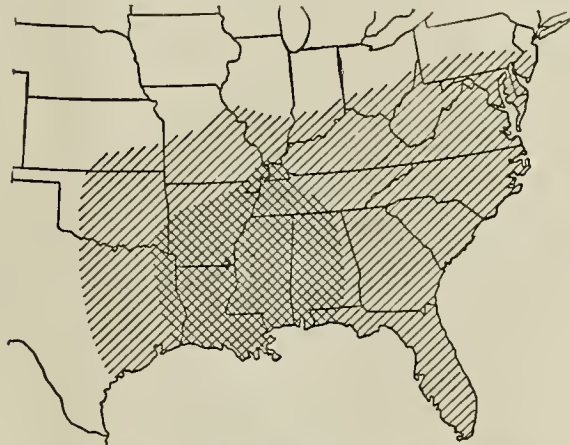
#### HAY DEMAND IMPROVING

"It seems that dealers and consumers have concluded that the great run of hay predicted when farmers finished their spring work is not going to come," say Albert Miller & Co., under date of June 11. "Farmers in most sections are through, but they are not letting go their hay; a large number will hold over."

"We predict a much better demand for hay from now on and firmer markets. Don't believe you will go wrong buying hay basis present markets. Don't forget that the demand for old hay has nearly three months yet to run. Now, just where is it going to come from? It is surprising how many sections are about shipped out. Remember that on account of high freight rates we can draw from a limited territory."

#### LESPEDEZA AS A HAY CROP

Lespedeza, while primarily a forage crop, is and can be grown and cut for hay on the alluvial soils of the Mississippi Delta and on the very fertile soils in other parts of the southeastern section of the country, according to a recent Farmer's Bulletin of the Department of Agriculture. The accompanying map indicates the general lespedeza acreage and, by cross shading, the section where it is utilized as a hay crop. On the alluvial soils



REGION WHERE LESPEDEZA THRIVES  
Cross Shaded Section Shows Territory Where It Is Utilized as a Hay Crop

of Louisiana, Mississippi, Alabama, Arkansas and Tennessee, it is the principal legume hay crop and yields of one to three tons per acre are commonly obtained. The hay is excellent quality and commands a good price on the market. Lespedeza is used in these sections as a regular hay crop, sown in rotation, and has a beneficial effect on succeeding crops.

#### WASHINGTON INSPECTION DIS- CONTINUED

Announcement has been made that effective April 30, 1921, the hay department of the Merchants Exchange of Seattle, Wash., was closed. The Exchange has been maintaining an inspection system through the Yakima Valley since August, 1919. Hereafter it will not issue certificates of inspection on hay loaded at points within the State of Washington, excepting that inspections will be made and certificates issued therefore on the hay of the 1920 crop remaining in the hands of parties who prior to April 30, 1921, have been using Merchants Exchange Inspection.

It is said that the Exchange has lost money on this method of inspection, the fees not being enough to maintain it. There were about 20 inspectors working under the system.

#### AMENDMENT TO PENNSYLVANIA FEED LAW

An amendment to the Pennsylvania Feeding-stuffs Law, which became effective May 12, 1921, requires feeds (except whole grains, unmixed meals made directly from whole grains and mixtures of whole grains, which do not have distinct brand or trade names) to be registered for each calendar year and a fee of \$25 for each brand registered to be charged.

The feeds required to be registered, as well as labeled, and guaranteed, are all mixed feeds, (except pure whole grains, etc., as above noted), by-products such as cottonseed, linseed oil, and cocoanut oil meals and including wheat, rye and buckwheat brans, middlings and mixed feeds, semi-solid and dried buttermilk and skimmed milk and feed molasses.

A maximum fiber content of 11 per cent is per-

mitted in cottonseed meals and all mixed feeds, which contain oat hulls, oat feed, oat meal mill by-product, clipped oat by-product, flax plant refuse, elevator chaff, cottonseed hulls, ground corn stalks and cocoa and cocoanut shells. A tolerance of 1.1 per cent additional is permitted for variations upon analysis. There is no fiber restriction for feeds which do not contain these materials.

The materials prohibited include corn cobs, weed seeds, humus, peat, sand, saw-dust, coffee hulls, peanut hulls, rice hulls. Metal fasteners cannot be used in attaching tags to sacks.

Applications for registration may be submitted for approval at any time during the year before feeds are offered for sale and from now on a fee of \$25 will be charged for each brand registered.

All applications should be addressed to James W. Kellogg, Chief Chemist, Dept. Agriculture, Harrisburg, Pa.

#### MANUFACTURED FEEDS VERSUS PAS- TURE FEEDING

"There was a time when dairymen considered pasturage the magic milk making 'feed of all feeds'". says the International Sugar Feed Company of Minneapolis, Minn., in its June *Feed Box*. "But modern knowledge of actual feeding requirements has changed that. It is now considered that grass is little more than hay with water in it, and as such, not a feed any dairyman would care to depend upon to put his herd in first class condition and produce top milk cows."

"The first stimulating effects of new pasture are usually lost in a following reaction that leaves the cow in poorer physical condition than in the beginning. As a result the cow has slumped badly in milk production by early fall and goes into winter quarters a back number as far as the milk issue for the year is concerned."

If feed dealers could convert farmers to the doctrine which the International preaches, the feed business would boom.

#### NEW YORK HAY MARKET DULL

BY C. K. TRAFTON

Speaking in a broad sense the New York hay market was a decidedly narrow and insignificant affair during the past month and especially at the beginning. Much of the time there was a conspicuous scarcity of buyers and consequently it was decidedly difficult to obtain reasonable bids. This was particularly true of common and inferior descriptions. It was also plainly evident that the weakness was especially noticeable in small bales which were remarkably slow of sale. The widening of the price difference between poor grades and choice was due to the fact that nearly all the hay received came by river boats. As the arrivals by rail were frequently small it was often difficult to obtain choice Timothy or Fancy Light Mixed Clover in large bales and consequently these descriptions were held with a greater degree of steadiness during the later trading.

Advices from the interior stated that farmers had been making only limited deliveries to country stations partly because they were busy with spring work. Reports from other sources claim that farmers were led to hold back for more money because of the sharp rise in corn and complaints of drouth in some places. The limited dealings in the local market were partly ascribed to light feeding it being said that horse owners had given their horses little hay because they had been idle for a long time as a result of the general dullness in business.

Other advices from authentic sources declare that numerous farmers, being dissatisfied with the so-called low bids, have decided to "cover-up" their reserves of old. In other words, they have decided that there is no advantage in marketing their old hay at this time, claiming that it will show a loss, and consequently they have determined to cover it with the new crop as soon as harvested.

Moreover, farmers are led to sell slowly because of the reported appreciable shortage in the oats crop. In their judgment prices for all feeding-stuffs, notably millfeed, oats, corn, etc., have been forced below their actual value by the process of deflation or readjustment to a so-called normal basis.

It can be admitted that there are numerous conservative and well informed merchants who are inclined to the opinion that farmers are not far from right in their contentions. Such claims were in a degree confirmed recently by the extraordinary recovery in wheat and especially in May contracts in Chicago which advanced from \$1.19 to \$1.87, while July advanced from \$1.01¼ to \$1.41½. It is true, however, that part of this advance was owing

to serious crop damage and to extremely heavy covering by the bear element. Because of these developments it was asserted that prices for bran and middlings had been unduly depressed, sales having been made below the cost of production.

During the month receipts of straw were remarkably small. In fact for several days not a ton arrived, and with buyers manifesting fair interest prices advanced.

## PREPARING HAY FOR THE EXHIBIT

Efforts will be made to increase the number of hay entries three fold at the International Grain and Hay Show, November 26 to December 3, over last year. The Chicago Board of Trade is giving \$800 in cash premiums for this class. The National Hay Associations, State Crop Improvement Association, and similar organizations are co-operating in order to make the Hay Department one of the big features of the 1921 show.

A number of valuable suggestions have been offered with regard to the preparation of hay for show purposes. The following suggestions come from one of the states experienced in preparing hay for exhibits:

"The samples should be obtained from pure fields of Timothy, Alfalfa and Red Clover. When any of these are mixed it is impossible to secure a bale that will be fit for exhibition. Timothy and Red Clover can be taken from new seedlings but good samples of Alfalfa come from the old beds.

"In preparing these samples for bale exhibitions they are cut at the same time that the regular crop is cut and with the same mower. The portion of the field that the bale is to be made from is cured in the same way that the rest of the field is cured unless it shows signs of raining. In this case the hay is put under shelter and removed outside to cure in the sun after the rain is over. If allowed to heat from moisture in the hay the samples will turn yellow.

"After the sample is thoroughly cured it should be made into a bale at once and put away in a dark place until shipped to the International Hay and Grain Show. The hay can be pressed into a bale with a regular hay baler, in a box or the paper balers used by merchants. A regular hay baler is preferred as it will make a better bale."

## NO CHANGE IN KANSAS CITY HAY MARKET

BY R. S. BROWN

There have been no important changes in the trade in hay at Kansas City the past few weeks. Receipts have been light, high freight rates have restricted trade in a number of ways, and general demand has been limited. Prices have kept within a relatively narrow range with the trend of prices generally lower. Alfalfa has shown declines of 50 cents to \$3 a ton the past few weeks and other varieties have been unchanged to about \$1 lower, except for an occasional irregular advance of 50 cents.

Receipts in May were only 1,042 cars, less than half as much as a year ago. The 10-year May average is 2,034 cars.

Cutting of new Alfalfa has started in the Southwest a little later than usual and a few cars have been loaded. Prices indicated were about in line with old crop offerings. The general condition of Alfalfa in the Southwest is low, only 59.2 in Kansas, according to the last state report, which is the most unfavorable showing ever reported. Late spring freezes and insect damage caused the loss in condition. In practically all sections the first cutting will be light. The Kansas report indicated a yield of three-fourths ton an acre, compared with 1.12 tons a year ago and 1.36 tons in 1919.

New rates on hay and Alfalfa meal from Colorado common points and points east in Colorado have become effective. The Interstate Commerce Commission granted permission to carriers to issue, on five days' notice, tariffs with the revised rates, showing a reduction of 7½ cents per hundred pounds on hay and meal to the Missouri River, Mississippi River, Chicago, Memphis and New Orleans. A reduction of \$1 a ton on hay and meal has become effective from New Mexico to southern markets. The reductions are expected to stimulate trade in the Kansas City territory, though the general freight situation is still far from satisfactory. The Kansas City Hay Dealers Association is still active in the matter and is working on numerous petitions regarding rates.

## MEAL FROM TOMATO SEED

Any discovery which transforms what was a waste into a product high in feeding value is important. And discoveries of this kind are continually being made by specialists of the United States Department of Agriculture. One of the latest is the manufacture of fixed oil and press cake, or meal, from waste tomato seed. There have heretofore been vast amounts of seed going to waste every year. One two-hundredth of every bushel of tomatoes is seed. In the larger factories in the eastern and mid-western tomato belts more than 200,000 tons of tomatoes are pulped annually. The waste seed from these large stations alone totals over 1,000 tons.

The first important step in making the new products is to separate the seed from the wet waste. Several methods may be used, but the specialists find that the most practicable method is to equip the

ordinary cyclone pulping machine, now in use in most factories, with a 5-mesh woven screen made of No. 12 wire. The mesh is just large enough to admit the passage of the seeds, and these flow out of the machine in a continuous stream, while the cores and skins of the fruits are discharged through the gate as usual. The stream of seed and pulp is then pumped into an adjoining cyclone machine having an ordinary 20-mesh breaker screen.

The pulp and juice pass through this mesh, but the seed is retained, and passes out through the gate. The operation involves no increase of labor and is continuous and efficient. Experience with this method for more than two seasons at the Arlington Experimental farm at Washington, D. C., has proved its effectiveness.

After the seed has been separated from the wet waste it is washed and dried, and is then ready for the oil-extracting process. Two methods of oil extraction can be used—pressure and solvent extraction. Pressed oil is obtained by mechanical presses, and commands a slightly higher price in the market than the oil which is extracted by chemical solvent processes.

The tomato-seed oil obtained by the expeller process is deep brown, and has a strong odor. It is refined, bleached and deodorized by the usual methods, and is then comparable in quality with the common edible oils of commerce.

The value of oil cake or meal as stock food has been demonstrated in Italy, where the utilization of tomato waste is in practical operation. An analysis of the meal shows the following composition: Moisture, 7.15 per cent; ash, 4.64 per cent; protein, 37 per cent; nitrogen-free extract, 29.1 per cent; and fiber, 22.1 per cent. This analysis gives tomato-seed meal a favorable footing with some of the better known seed meals of commerce. It may be used as food for cattle, hogs or chickens. It has a slightly bitter taste, which is masked when mixed with other foods.

The whole story is told in Department Bulletin 927, a copy of which may be had upon request to the U. S. Department of Agriculture.

## NEW FEED BRANDS

"JUDGE RITE" hen feed and horse and mule feed. Luehrmann Hay & Grain Company, St. Louis, Mo. Filed February 23, 1921. Serial No. 143,933. Published May 3, 1921.

"ONE-A-DAY" poultry food. H. D. Linker, Hope,



Ark. Filed February 21, 1921. Serial No. 143,868. Published May 3, 1921.

"KOW KUD" dairy feed. Jose Miller Company, Beaumont, Texas. Filed December 1, 1920. Serial No. 140,495. Published May 3, 1921.

## Feed Trademarks Registered

141,859. Stock feed. Barrett, Denton & Lynn Company, Dalton, Ga. Filed March 25, 1920. Serial No. 130,155. Published January 4, 1921. Registered May 3, 1921.

141,402. Poultry and stock feeds and fishmeal. Lawrence Canning Company, Rockland, Maine. Filed November 6, 1919. Serial No. 124,613. Published January 13, 1920. Registered April 19, 1921.

141,410. Stock feed. Macx Feed Milling Company, Clinton, Iowa. Filed September 27, 1920. Serial No. 137,672. Published December 14, 1920. Registered April 19, 1921.

141,436. Animal feed products. B. L. Sessum, Memphis, Tenn. Filed October 12, 1920. Serial No. 138,242. Published December 14, 1920. Registered April 19, 1921.

141,681. Poultry feeds. E. G. Smith Company, St. Louis, Mo. Filed August 24, 1920. Serial No. 136,434. Published December 7, 1920. Registered April 26, 1921.

**ALFALFA**  
**We are the Largest Distributors**  
**of ALFALFA in**  
**GREATER NEW YORK**  
 Shippers who have Alfalfa Hay to dispose of, if they will communicate with us we will provide a satisfactory outlet.  
**ALFALFA**  
**A. W. D. Power & Co.,** 12-15 N. Y. Hay Exchange  
**NEW YORK**

A feed mill has been opened at Laclede, Mo., by E. T. Jones. All kinds of grindings are to be done.

The feed and grocery business of W. E. Miller at Leesburg, Fla., has been purchased by W. H. and C. L. Fahs.

The business of the City Feed & Fuel Company at Burlington Junction, Mo., has been purchased by V. Curmutt. He will deal in mill and mixed feeds.

A feed milling plant and warehouse are to be erected at Oklahoma City, Okla., for the Belt Milling & Grain Company. J. W. Strader is president of the company.

A mill for manufacturing poultry feed is to be installed at Kansas City, Mo., for the Quisenberry Feed Manufacturing Company, which bought a building there.

The feed and flour business of George P. Auker at Rushville, Neb., has been purchased by W. I. Funk. He will continue operating on the same basis as in the past.

Henry Harrison & Co., Inc., Rockport, N. Y., are to add a hay and produce department to its feed and bean business. It will be under the management of W. A. Wilson.

John, Catherine and Ruth Young have incorporated the John Young Flour, Feed & Implement Company, Inc., of Lockport, N. Y. The company is capitalized at \$10,000.

To deal in seeds and feed, the Courtney Seed & Feed Company was incorporated at Fergus Falls, Minn. W. J. Courtney and others are interested. The capital stock is \$50,000.

A branch house has been opened at Jellico, Tenn., by the Winer Feed Company of Chattanooga. E. J. Blankenship is in charge. The company will handle feed, flour and meal.

A charter has been granted to the Farmers Mill & Feed Company of Cleburne, Texas. Capital stock of the company is \$27,000. Long Walls, S. H. Walraven and J. M. Peacock are interested.

The feed and flour store at Cortland, Neb., formerly owned by J. P. Sausman, has been purchased by E. C. Calland. Mr. Calland until recently was with the Farmers State Bank at Cortland.

A temporary office in the Corn Exchange Building, Minneapolis, Minn., has been opened by Oscar C. Opsahl, formerly with H. Wehman & Co. The company will conduct a general feed business.

A feed mill for custom grinding is to be erected at Carthage, Mo., for the Beard-Qualls Company of which H. C. Beard is secretary-treasurer. The company will manufacture horse, cow, hog and chicken feeds.

To handle all kinds of feedingstuffs, the A. W. Thompson Company was incorporated at Prairie du Chien, Wis. The capital stock of the firm is \$10,000. A. W. Thompson, S. V. Taylor and A. B. Peterson are interested.

The Artesia Alfalfa Growers Association of Artesia, N. M., has been granted a charter. It has no capital stock and is non-profit sharing. The incorporators are: W. R. Hornbaker, C. E. Martin, Charles Rogers, A. D. Hill and B. Williams.

Extensive warehouse facilities are to be established at Philadelphia, Pa., for the Omaha Alfalfa Milling Company, manufacturers of alfalfa and grain products. The company has secured storage space and an office at the Merchants Warehouse.

Nathaniel S. Squibb is organizing a company at Lawrenceburg, Ind., to manufacture stock and poultry feed. The capital stock of the firm is \$50,000. The company will buy the Dair Flour Manufacturing Company's plant for \$20,000. It will remodel and operate.

A feed plant is to be established at Anderson, Ind., for Edw. Lee of Crawfordsville, Ind. He represents the Indiana Grain, Feed & Coal Company of Crawfordsville. The plant will cost \$100,000. Associated with him are: Otto Leforge, John Weeks, R. Shahan and R. W. Martin.

For the purpose of encouraging the use of good seed, proper cultivation and efficient marketing plans and facilities, Alfalfa growers of the south-eastern part of New Mexico recently organized at El Paso, the Elephant Butte Alfalfa Growers' Association. It was recently granted a state charter.

H. Leckey, Richard Swan, B. Benson and J. W. Abraham are interested in the establishment of a feed and grain mill at Uniontown, Pa. They have purchased an old distillery plant and will improve and alter it. The property includes a two-story building, with combination offices and apartments and a six-story 60x40-foot warehouse.

Reynolds & Co. have been incorporated at Puyallup, Wash. The company will erect a warehouse office and will make a specialty of handling grain and feed with dairy and poultry supplies. It also will be the sole distributors of the Washington Hay Growers' Association for the section of Washington west of the mountains. William H. Reynolds is president; Edward Wieland, vice-president; Lillian E. Wieland, secretary; Robt. L. Bettes, treasurer and Louis E. Reynolds, sales manager.

## FIELD SEEDS

(Continued from Page 951)

affected by the frost and in many instances have been plowed up for the purpose of planting millet, soy beans, corn and other late crops. Alfalfa and Timothy are reported to be growing very well.

Despite the plowing up of some Clover fields the prospects for a good Clover seed crop are still believed to be bright, the damage not constituting a very large percentage of the total.

The Department of Agriculture at Madison, Wis., now makes the claim that this state is the leading producer of Clover seeds in the United States.

The heaviest crop ever turned out by the state in this line is given at 248,000 bushels of Clover seed, while the crop of Timothy seed for the same year was 81,000 bushels.

One of the big reasons why Wisconsin is such a leading state for the production of seeds is believed to be the Wisconsin label designed by the Wisconsin Experiment Association and in fact distributed through the medium of the Wisconsin Experiment Station.

In order to make this label stand for a very high standard of quality the commonwealth has gone farther and established a state seed inspection service under the direction of A. L. Stone of the College of Agriculture. The state Department of Agriculture is thus standing solidly behind the Wisconsin system of pure seed production and pure seed distribution, through a label on which all buyers can depend as to quality.

A drive is being made by Wisconsin this year to raise the standard of seeds higher than ever and by means of more careful inspection to prevent the spread of noxious weeds which is one of the biggest problems of the farmer.

The practical effect of this inspection is shown by the fact that two large seedsmen from outside the state, who were said to be persistent violators of the Wisconsin law on pure seeds and labeling, have been ordered by the Federal Trade Commission at Washington to reform their practices. This was done through the work of the state seed inspection service. Other seedsmen have also been materially assisted in keeping weed seed out of their supplies purchased and handled.

Every farmer in Wisconsin who wants to use the state label is forced to submit to the state inspection service. Since this pedigreed grain and other seeds can only be sold advantageously after the state label has been attached, the business is being forced more and more into the inspected channels.

Out of some 2,000 of samples of seeds submitted to the state department, only about 150 of the samples contained noxious weeds in large quantities. Among the most frequently appearing seeds were buckthorn in 20 samples, eight samples had corn cockle, eight contained field fodder, seven contained wild mustard, five contained quack grass, five contained wild oats, five contained Canada thistles, four had Spanish dodder, two contained Indian mustard, and one had ox-eyed daisy. Eighty-three out of these 150 samples with noxious weed seeds had more than one kind of noxious weeds.

One of the worst pests in recent years, according to the state Department of Agriculture is the increasing spread of dodder. Revision of the state laws to make them more effective against dodder have been demanded by the state Department of Agriculture several times, but the assembly has voted them down in every instance. According to

present prospects there is no likelihood of any change in the seed laws at this session, members of the assembly declare.

The seed control division of the state Department of Agriculture has sent out to various portions of the state a commendation of the new policy of the Wholesale Grass Seed Dealers Association by which a committee of seven is appointed by the Association to investigate and if possible eliminate fraud or misrepresentation of quality in the sale of agricultural seeds, whether the complaints are against members of the Association, or non-members.

The method of work which is being pursued by the members of the committee is to correct by private agreement any mistake or unintentional error made by any seedsmen.

Other remedies to be used if necessary by this grievance committee is to report the offender to members of the Association; to expel such member from the Association if sufficient proof is found; to present such complaints to the Federal Trade Commission; to prosecute under Federal or state seed laws; to prosecute under the postal laws; and criminal prosecution for common fraud.

Anyone in the seed trade, whether producer, or dealer, or in any other capacity can make complaints to this grievance committee and such complaint will be fully and fairly acted upon, it is promised.

Milwaukee seed handlers report, as a rule, that the trade is quiet, and that the attention of the traders is concentrated on the prospects for the next crop. Most of the dealers did such a heavy business for several months this spring that they welcome the lull in activities which comes with the end of the big planting season.

In view of the large buying of the past months, the Milwaukee dealers are exceedingly optimistic as to the future of business. It is felt that while there may be some crop damage, the yield for the year is likely to be somewhat near the normal, crop damage reports usually being overdone. While it is yet too early to give an accurate estimate on the crop, it is believed that the yield will be at least an average, the record of the state in the past showing that crop failures in this state are practically unknown.

The North American Seed Company reported an excellent demand for the late planted seeds such as soy beans, buckwheat, corn and millet. These orders have now been practically all filled.

Crop reports of the North American Company indicate a good yield of Red Clover and Alsike in the seed growing sections of the state. In fact it is believed that the harvest in these lines will be fully as good as last year and that the frost damage will not be of any great importance. Just an average crop of White Clover is expected by the company and all indications point to a fair crop of Timothy.

The Kellogg Seed Company reports that there is some damage to Red Clover in Indiana and Illinois because of the heavy frosts, while the Wisconsin crop, it is believed, very largely escaped. The company intimates that the Wisconsin yield should be up to the average. The demand for late seeds was not as large as the big rush for earlier seeds, the company reports.

Just a fair demand for the late planted seeds was reported by the Courteen Seed Company. The company hears that the Wisconsin crop conditions are

almost ideal and that this has improved the prospects to some extent so that the yield will be fair to average at least. By the fourth week in July, the returns will be known as far as Alsike and White Clover are concerned, because this is harvest time as a rule for these seeds.

Just an average crop is the report of the L. Teweles Company on the prospects for seeds in Wisconsin. This applies to Clover and Timothy seeds. The demand for the late seeds was reported by the company as good.

## SEED EXPORTS FROM HOLLAND

Present indications, reports Consul-General George E. Anderson from Rotterdam, are that the seed-growing industry of the Netherlands, which had assumed large proportions before the war, is resuming its extent and vitality, especially in North Holland and Groningen. The trade in 1920 was good, and while the total exports were considerably less than during the preceding year the decrease was due almost wholly to the fact that in 1919 there was an abnormal demand in Germany for seed peas and beans and miscellaneous garden seeds to restock the country after the war. There were decreased exports of caraway seeds to the United States and Great Britain because of overstocking the year before. The exports of yellow mustard seed to the United States were also much smaller. Most other important items showed increases.

The exports of seeds in the past two years have been as follows:

| Seed                      | 1919       | 1920       |
|---------------------------|------------|------------|
| Linseed:                  |            |            |
| For sowing .....          | \$ 821,648 | \$ 974,233 |
| Other .....               | 620        | 131,730    |
| Rape seed .....           | 4,248      | 218,048    |
| Poppy seed .....          | 103,924    | 243,630    |
| Caraway seed .....        | 761,486    | 470,589    |
| Mustard seed:             |            |            |
| Brown .....               | 89,876     | 107,281    |
| Yellow .....              | 208,202    | 168,664    |
| Grass seed .....          | 101,172    | 117,775    |
| Clover seed .....         | 64,382     | 135,158    |
| Seed peas and beans ..... | 2,248,803  | 205,839    |
| Other garden seeds .....  | 1,421,780  | 586,776    |
| Flower seeds .....        | 122,337    | 157,728    |
| Beet seed .....           | 271,068    | 221,823    |
| All other seeds .....     | 165,527    | 191,324    |

Total .....\$6,385,073 \$3,930,598

About 75 per cent of the linseed went to Ireland in both years. Germany takes about half and Great Britain a sixth of the rapeseed, while the United States and Belgium divide the remainder of the exports. The United States imported about 85 per cent of the total exports of poppy seed, while of the exports of caraway seed Germany took 35 per cent, the United States 20 per cent, Austria 18 per cent, and Czechoslovakia and Great Britain the rest. The United States takes a fair amount of the yellow mustard seed, the trade falling off greatly last year. Brown mustard seed goes almost entirely to Belgium, Denmark, France, and

(Continued on Next Page)

## THE C. S. BRENT SEED CO.

Wholesale seeds and grain  
LEXINGTON, KY.

## North American Seed Co.

Wholesale Grass and Field Seeds

Milwaukee, Wis.

"THE HOUSE OF QUALITY"

## The Mangelsdorf Seed Co.

Sweet Clover, Alfalfa,  
Soudan Grass, Millet, Rape.

ATCHISON

KANSAS

Exporters.

Importers.

NUNGESSER-DICKINSON SEED  
COMPANY

NEW YORK, N. Y.

Headquarters for  
Imported Clover and Alfalfa Seeds

## SEEDS

Grain, Clover and Grass Seeds

CHAS. E. PRUNTY

7, 9 and 11 South Main St. SAINT LOUIS

## WHITNEY-ECKSTEIN SEED CO.

Wholesale Seed Merchants

Correspondence Invited

BUFFALO, N. Y.

**SEED**

We buy and  
sell all varieties  
of grass and  
field seeds

The Albert Dickinson Co.  
MINNEAPOLIS CHICAGO

the rest of north Europe. Great Britain has taken most of the grass seed and north Europe has imported the rest, though the United States has imported a fair amount of both grass and Clover seed. Germany has imported most of the seed peas and beans; the great falling off has been due to the stocking of Germany in 1919. The United States has been the best customer in miscellaneous garden seeds, with Germany a fair second, the rest of the exports being scattered over north Europe. The United States takes about 60 per cent of the flower seeds and Great Britain most of the remainder, while the United States takes 75 per cent of the beet seed and Italy most of the remainder.

#### LOOSE SMUT CONTROL

A contrivance has been invented and proved successful at the Missouri College of Agriculture whereby the hot water treatment for the control of loose smut can be used at a cost of only \$5. The invention will not be patented, and may be built on any farm.

To kill the spores of both loose and stinking smut—both inside and outside the grain—it is necessary to immerse the wheat in hot water. Both the time and temperature of this immersion must be very carefully regulated so that the smut spores shall be killed and the wheat germs left uninjured.

The problem that was to be solved, therefore, was the development of equipment with which the wheat could be kept for 10 minutes immersed in water at a temperature not greater than 131 degrees Fahrenheit nor less than 126.

The new equipment found effective at Columbia consists merely of a 50-gallon barrel in which the water is brought up to 131 degrees and a wooden box in which the wheat is treated one bushel at a time after having first been soaked six hours in cold water. At the outlets of both barrel and box provision is made for the insertion of a thermometer. After the wheat has been warmed so that the water flowing into the box at 131 degrees escapes from the bottom at 126 degrees the wheat is left thus immersed for 10 minutes. It is then turned out on a drying floor and another bushel is put in its place to receive similar treatment.

Last fall seed which came from a field showing a 10 per cent infestation with loose smut was treated with this apparatus. This spring the field planted with this treated seed shows only a trace of infestation. A nearby field planted to seed from the same original stock but not treated shows no less than 15 per cent of its heads destroyed by loose smut.

Capitalized at \$25,000, the Agricultural Seed Company has been incorporated at St. Louis, Mo.

The seed department of the American Seed & Seed Tape Company of Madison, N. J., is under the direction of N. J. Douglas Earl.

Capitalized at \$100,000, the Huske Seed Store, Inc., has been incorporated at Fayetteville, N. C. A. H. Huske and B. H. Huske are interested.

A complete stock of seeds, plants, poultry supplies are to be carried by the Denby Seed Company of Jacksonville, Fla., recently organized there.

Albert Kenerson has left the Jerome B. Rice Company of Grass Lake, Mich., and is now with the W. Atlee Burpee Company of Philadelphia, Pa.

B. P. Harper has organized the Harper Grain & Seed Company of Kansas City, Mo. Mr. Harper was formerly with the Crysdale Grain Company.

The business of the David I. Bushnell Company, St. Louis, Mo., is to be conducted by Robt. W. Pommer. The late David I. Bushnell was one of the partners.

A charter has been granted the Clarksville Seed Company of Clarksville, Texas, capitalized at \$35,000. The incorporators are: E. A. Antone, R. Isbell and E. C. Hunter.

Capitalized at \$15,000, the Bryson-Holcombe Seed Company has been incorporated at Greenville, S. C. A. E. Holcombe is president; J. E. Bryson, vice-president; H. H. Holcombe, secretary-treasurer.

The capital stock of the W. A. Simpson Company, Baltimore, Md., is to be increased to \$200,000. J. Howard Hiss is president; Clarence K. Jones, vice-president and treasurer and Luther A. Wert, secretary.

The Mangelsdorf Seed Company of Atchison, Kan., has been granted a permit to do business in Oklahoma with \$5,000 capital. The directors include August and Charlotte Mangelsdorf and H. D. Beck, all of Atchison.

The business of the Webster Davenport Seed Company, Davenport, Iowa, has been purchased by the Bruns Seed Company of Washington, Iowa. The Bruns company now has two branch houses, the other being at Sigourney, Iowa.

The Kirby Seed Company has decided to move its business to Charlotte, N. C., from Gaffney, where it has been located some years. The company has maintained a branch office at Charlotte, under the name of the American Seed Company, for two years.



## The Bird Shipping Scale Is Independent of Man's Skill and Judgment

The Bird Scale leaves nothing to chance. It is all right there, and regardless of man's skill or judgment, he can make no mistake for there is only one way the Bird can be operated—the right way, and it will operate no other way.

The Bird Shipping Scale is absolutely different from old style hopper and automatic scales. It is built on an entirely new principle and is fool-proof in every way. All the chances for mistakes caused by numerous drafts, out-of-level conditions of elevator, delicate mechanism or interference of foreign material are entirely eliminated with a Bird Scale in your elevator.

The levers are interlocked so that they cannot be operated out of proper order.

It does not need to be adjusted or reset for different grains.

It needs practically no attention. Anyone can operate it.

Let us send you testimony that proves that these statements are true.

## The Strong-Scott Mfg. Co.

413 SOUTH THIRD STREET, MINNEAPOLIS

# COAL

## CONDITIONS AT INDIANA MINES

According to reports compiled by the Indiana Coal Trade Bureau the slump in the coal business, which set in about the 15th of November last, reached its lowest ebb in the Indiana field during the week ending April 9. Due to lack of orders the coal mines in Indiana, during that week, operated an average of but 13 hours or at an average rate of about a day and a half a week. Stated in another way, the mines operated 27 per cent and were idle 73 per cent. Of the 73 per cent idle time 65 per cent was due to lack of orders and the remaining 8 per cent was caused by mine disability and labor trouble. Since the time mentioned above there has been some improvement, but the situation is still serious.

## WHY COAL PURCHASES SHOULD BE MADE NOW

Every ton of coal that moves into consumption in this country has to be moved by the railroads and they are not equal to the task of transporting it all at once says the *American Coal Journal*. That was demonstrated last season. Just now the railroads are begging for business. There are hundreds of thousands of empty cars standing idle along sidings and freight crews have been reduced to a minimum. Coal could be moved easily and promptly and the consumer, taking advantage of the present low prices, would be assured of a full winter's supply at reasonable cost.

Consumers have the experience of last season to warn them of the results of delayed buying. Nobody wants a repetition of such a market, least of all the coal men. But such a condition will undoubtedly result if the present stagnation continues very much longer.

Neither anthracite nor bituminous coal can be sold profitably below present prices. There are wage contracts, put into effect by Government commissions and which must remain in effect until 1922, which preclude any thought of lowering the cost of production. Both anthracite and bituminous are now selling as near the cost of production as they can be—too near in many instances.

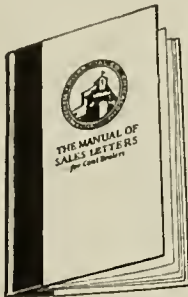
A steady consuming demand from now on through the summer months would keep prices reasonably

steady. An active demand, coming all at once and late in the year, when the mines, owing to a long period of inactivity, are unable to produce the coal fast enough to supply the country's needs and when the railroads will be unable to handle it any way, will force prices up out of sight and even the high values will not insure a sufficient supply.

## MITCHELL-DILLON OFFERING UNIQUE TRADE STIMULUS

The Mitchell & Dillon Coal Company of Chicago has made the interests of the coal industry, and more particularly those of the coal dealers, its interests. Its breadth of vision has assumed a constructive turn.

The National Retail Coal Merchants Association already has undertaken to supply coal dealers with advertising data to be used at once in promoting the sale of coal now. This entails newspaper work in local papers. Everybody connected with the industry appreciates that if the public can be



stimulated to buy even a reasonable amount of coal within the next few months, there will not be a serious shortage next winter, nor danger of high prices.

Sales promotion must be intensive now, and everyone is expected to help.

Mitchell-Dillon are offering as a private contribution to the situation a forceful booklet entitled "The Manual of Sales Letters for Coal Dealers." A copy is available to anyone, upon application to the Mitchell & Dillon Coal Company. The book is presented in pocket size and can be studied in leisure time.

Actually what Mitchell-Dillon offer is a personal tieup for the dealer with the educational publicity the industry as a whole has leveled at the individual coal consumer. The retail coal dealer occupies an enviable place in his close contact with the public, and it is to his advantage as well as

to the industry that he put to keen advantage at this time such a contact. Clear-cut, frank letters from him to his customers, letters that explain the coal situation and its solution, will receive consideration. Once the matter is definitely clear in the minds of the householder, and destructive misunderstandings removed, coal will be bought!

"The Manual of Sales Letters for Coal Dealers" contains several letters which are suitable for immediate use. These letters were prepared by experts at considerable expense and are designed to produce results for the retail coal dealer. They will *Sell Coal Now*.

Besides the actual letters, the manual includes detailed information on the production costs of sales letters, how to make them most presentable, a cleverly arranged score card which will check results, and also a generous list of pertinent facts bearing on the present coal situation and the industry in general which should be useful in a hundred ways to the dealer.

It is encouraging to see the spirit behind such an offering as the Mitchell & Dillon Coal Company are making, inasmuch as co-operation and understanding, not only within the industry, but between coal men and the public, is the solution to many problems.

It is hoped that many dealers will avail themselves of "The Manual of Sales Letters." Address the Mitchell & Dillon Coal Company, 625 Bedford Building, Chicago, Ill.

## A WARNING OF IMPENDING COAL SHORTAGE

The Illinois Central Railroad has taken large advertising space in a number of prominent daily papers in the last few weeks to set forth present conditions in the coal industry and issue a warning of impending shortage. The context of the advertisement is in part as follows:

It is earnestly to be hoped that coal dealers and consumers have not forgotten the lessons taught by coal shortages of recent years, particularly the one of 1920. These shortages were produced largely by dealers and consumers themselves in not beginning to buy and store coal in adequate volume until late in the year. It is clear that unless coal dealers and consumers profit by the lessons of the past and begin at once to lay in necessary fall and winter supplies another coal shortage will be brought about.

The coal-carrying equipment of the railways is sufficient to handle a large evenly balanced coal tonnage, but it is inadequate to handle the coal movement when the bulk of it is thrown upon the

## GET IN THE RING WITH

**SOUTHERN  
GEM  
COAL**

"Franklin County's  
Pride"

**BUILDS TRADE  
HOLDS TRADE**

**HARRIS - DILLAVOU - DIMOND CO.**  
OLD COLONY BUILDING CHICAGO, ILLINOIS



## The Matthew Addy Co.

CINCINNATI, OHIO

Selling Agents

WEST VIRGINIA  
TENNESSEE  
ILLINOIS

INDIANA

KENTUCKY  
OHIO  
PENNSYLVANIA

Smokeless, By-product, Domestic, Steam Smithing



**COKE**

Foundry, Furnace, Domestic—from all fields

BRANCH OFFICES

New York St. Louis Minneapolis  
Philadelphia Chicago Toledo

**Quality—Service—Finance—100 Per Cent**

railways in a comparatively short period after mid-summer.

For the last five years the total annual output of bituminous coal in the United States, in tons, was as follows:

|      |             |
|------|-------------|
| 1916 | 502,519,682 |
| 1917 | 551,790,563 |
| 1918 | 579,385,820 |
| 1919 | 458,063,160 |
| 1920 | 556,563,000 |

The strike of the coal miners which lasted from November 1 to December 15, 1919, had a paralyzing effect on the coal output for that year, and the strike of railway switchmen, which was in effect from April 3 to August 1, 1920, likewise affected the coal output for 1920.

During the first six months of 1920, the output of bituminous coal was 261,760,750 tons, or at the rate of 43,626,791 tons a month. During the first three months of 1921 the average monthly output was only about 32,750,000 tons, and it is estimated that the April output did not exceed 26,000,000 tons. If the April figures should not be exceeded in May and June, the coal movement for the first six months of 1921 would amount to approximately 176,000,000 tons, a decrease of more than 85,000,000 tons, as compared with the actual output for the first six months of 1920.

This would mean that the mines would have to produce, and the railways would have to move, more than 380,000,000 tons during the latter half of the year to equal the record of coal production for the year 1920, when there was a shortage.

To accomplish that would not only overtax the coal-carrying capacity of the railways, but would overtax the mines, probably resulting in higher prices of coal. Coal can be purchased and moved more cheaply during spring and early summer than later. Delay in purchasing and storing coal at points of consumption makes for higher prices during the time of heavy movement. There is now practically no surplus of bituminous coal above ground anywhere in the United States.

Coal mine operators are now in a position to produce, and the railways are in a position to move, a large volume of coal. If dealers and consumers fail to take advantage of the present opportunity to lay in fall and winter supplies, and another coal shortage eventuates, the public in fairness certainly will not attach blame to the coal operators and the railways. More than 255,000 open top cars are now standing idle on the side-tracks of the railways.

The situation, as we visualize it, is that the country is headed for a serious coal shortage unless consumers immediately start moving coal in large volume. We are emerging from the business depression. Within a few months the railways may be taxed to their capacity in handling traffic other than coal.

The Illinois Central System, as one of the largest coal-carrying roads in the Middle West, considers it a duty to sound this warning. Constructive criticism and suggestions are invited.—C. H. Markham, President, Illinois Central System.

The Farmers Elevator Company of Onawa, Iowa, is making repairs to its coal sheds in addition to overhauling its elevator and office.

The Fowlerton Elevator & Feed Company of Fowlerton, Ind., recently built new coal bunkers at its elevator. The company operates an elevator and warehouse there to.

The Meyers Grain & Coal Company operating two houses at Lewiston, Minn., and one each at Utica and Altura, Minn., handles coal as a sideline, in addition to flour, feed and building material.

A new coal house is being erected at Cumberland, Iowa, for the E. & P. Kerchner Elevator Company. The company's coal houses were never rebuilt after they were destroyed by fire some time ago. The new coal bins will have capacity of 200 tons.

## For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

### MACHINERY

#### FOR SALE

A 32-horsepower Fairbanks Engine. FRED CRAMM, Hutchinson, Kan.

#### WANTED

Used elevator head and boot, about 8-inch belt, cup 7x4. Must be in good condition. CHETEK GRAIN ELEVATOR, Chetek, Wis.

#### FOR SALE

A 45-horsepower Primm Oil Engine fully equipped, 1920 model, used less than 30 days. Will sell for \$1,250 f. o. b. cars, Springfield, Ohio. TITUS MILLS, Springfield, Ohio.

#### FOR SALE AT A BARGAIN

One Barnard & Leas 9x30 Double Roller Mill.  
Two Allis-Chalmers 9x30 Double Roller Mills.  
All practically new.  
Also complete corn milling equipment. Watkins System for degerminated products.  
Immediate shipment. MEAD JOHNSON & COMPANY, Evansville, Ind.

#### OIL ENGINES FOR SALE

60-horsepower Fairbanks-Morse.  
50-horsepower Otto.  
25-horsepower Fairbanks-Morse.  
50 other sizes.  
A. H. McDONALD, 550 W. Monroe St., Chicago, Ill.

### ELEVATORS AND MILLS

#### FOR SALE

Rolled oats factory in eastern Iowa. Capacity 40,000 lbs. per day. Plant in good shape and ready to run. For particulars, address C. P. EVANS, 928 E. Iowa Ave., Iowa City, Iowa.

### BAGS

#### FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.  
Wanted: Second-hand bags; best prices paid.  
WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

#### 1,000,000 BURLAP BAGS 6c A PIECE DELIVERED ANYWHERE

Once-used bags—first-class condition. Good for every purpose. Size 22x40 inches. These bags will entirely replace the new bag and cost you only 6 cents. Place your orders now before the stock is gone. Ten million new bags, size 14x33, only 3 cents. JOS. WERNER, 70 Pliny Street, Hartford, Conn.

### OPPORTUNITY IN OKLAHOMA

Wanted to get in touch with party or parties who will match anywhere from ONE HUNDRED THOUSAND DOLLARS to ONE HUNDRED TWENTY-FIVE THOUSAND DOLLARS and go into the MILLING, ELEVATOR and SEED BUSINESS in an excellent Oklahoma town. Have new fireproof plant ready for operation. For particulars, address  
A. L. FAUBLE, Shawnee, Okla.

### Fabricated Steel Products

TANKS  
STACKS  
HOPPERS  
SKYLIGHTS

VENTILATORS  
ELEVATOR LEGS  
CORRUGATED SHEETS  
COAL CHUTES & SCREENS

Mail us sketches  
or blue prints for  
prompt estimates.

### THE SYKES CO.

930 W. 19TH PLACE CHICAGO, ILL.

## Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

#### FERRETS FOR SALE

Good ratters. Bred females. Yearling stock. M. BREMAN COMPANY, Danville, Ill.

#### FOR SALE

We make the sale of farms in north central Ohio a specialty. We have them listed at the new level of prices. A postal card stating your wants will bring the right answer. RINGLER REALTY COMPANY, Savannah, Ohio.

#### WANTED

An experienced salesman familiar with grain handling machinery to represent an old established grain machinery manufacturing firm in Illinois territory. Good proposition to the right man. MACHINERY, Box 5, care AMERICAN ELEVATOR AND GRAIN TRADE, Chicago, Ill.

#### FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

#### ADDRESSING MACHINES

Multigraphs, Multicolor Presses, Letter Folders, Dictating Machines, Typewriters, Duplicators, Dictaphones. Bought, sold, rebuilt. Buy a rebuilt guaranteed machine and save half. PRUITT COMPANY, 112-L North La Salle St., Chicago, Ill.

#### RAILROAD CLAIMS COLLECTED

WE COLLECT RAILROAD CLAIMS covering loss or damage to grain, flour and mill products. Do not overlook delay, shortage, decline in market and deterioration claims. We have an extensive organization for handling these matters. References: Any Minneapolis bank or the Northwestern Miller. We are members of the Grain Dealers National Association and the Traffic Club of Minneapolis. This service is furnished on a percentage basis. No collection, no pay.

THE SECURITY ADJUSTMENT COMPANY,  
1132-1156 Builders Exchange Bldg.,  
Minneapolis, Minn.

### MILLERS' MUTUAL FIRE INSURANCE ASSOCIATION OF ILLINOIS

Established 1878 Alton, Illinois

Insurance on Flour Mills and Elevator Properties.

Grain Insurance for short terms a Specialty.

CASH ASSETS - \$1,286,751.88

G. A. MCKINNEY, Sec'y

### Hunt Coupling for Controlling the Stretch of Manila Transmission Ropes



Ask for Descriptive Catalog M-15-1  
C. W. Hunt Co., Inc., West New Brighton, N. Y.

GRAIN  
&  
HAY  
EXCHANGE

PITTSBURGH

GRAIN  
RECEIVERS

ESTABLISHED 1878 F. L. STEWART, PRES. **C. A. FOSTER COMPANY, WHOLESALE GRAIN AND HAY,** 701 WABASH BLDG PITTSBURGH, PA.

**HERB BROS. & MARTIN**  
 Grain, Hay and Feed  
*BUYERS--SHIPPERS*  
 Wabash Building, Pittsburgh, Pa.

**HARPER GRAIN CO.**  
 Wabash Building  
 Modern elevator facilities  
 at your command.

Reference: Farmers Deposit National Bank  
**SAMUEL WALTON CO.**  
 Receivers and Shippers of  
**HAY, GRAIN & MILL FEED**  
 Advances on Consignments  
 CARLOADS ONLY  
 No. 8 Wood Street PITTSBURGH, PA.

ESTABLISHED 1872  
**R. S. McCAGUE, Ltd.**  
 Wholesale  
 Receivers and Shippers  
 Corn, Oats, Hay and Mill Feed  
 417-419 Westinghouse Bldg.  
 Pittsburgh, Pa.

**The BOOK of WRINKLES** Don't waste your time looking through your back files of the "American Miller" for some labor-, time- or money-saving device. The best of them have been compiled into **The Book of Wrinkles**, a volume of 136 pages, profusely illustrated, bound in cloth. It covers all phases of milling, and every device in it is in actual use in some mill. The price is \$1.25.  
**MITCHELL BROTHERS PUBLISHING CO.**  
 431 S. Dearborn St. (Book Dept.) CHICAGO, ILL.

**Robinson Telegraphic Cipher**  
 Revised Edition  
 Cloth Binding . . . . . \$1.75  
 Leather Binding . . . . . 2.25  
**MITCHELL BROTHERS PUBLISHING CO.**  
 431 S. Dearborn Street Chicago, Ill.

PRODUCE  
EXCHANGE

TOLEDO

GRAIN  
RECEIVERS

**When "SEEDY"**  
 Try  
**C. A. King & Co.**  
 GRAIN AND SEED DEALERS  
 Toledo, Ohio  
 Like Billy Sunday, we deal in both cash and futures, Toledo and Chicago Born 1846 Read Our Boy Solomon

F. MAYER F.W. JAEGER  
 TOLEDO  
**J.F. ZAHM & Co**  
 HERE SINCE '79  
 ASK FOR OUR DAILY RED LETTER  
 Toledo Seed Futures  
 Chicago Grain Futures  
 On that next order  
 "Send it to Zahm"  
 J.H. STREICHER W.W. CUMMINGS


**JOHN WICKENHISER & CO.**  
 Wholesale Grain Dealers  
 TOLEDO, OHIO  
 We make track bids and quote delivered prices. Solicit consignments of Grain and Clover Seed.  
 Members Toledo Produce Exchange and Chicago Board of Trade.

**H.D. RADDATZ & Co**  
 WHOLESALE DEALERS  
**WHEAT, CORN, OATS, BARLEY, RYE**  
 Are You Receiving our Bids & Quotations  
 Ask to be placed on our list  
**TOLEDO :: OHIO**

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### BLOOMINGTON, ILL.

Worth-Gyles Grain Co., buyers, shippers cash and future grain.\*

### BUFFALO, N. Y.

Eastern Grain, Mill & Elevator Corporation, wheat, rye, corn, barley, oats.\*†  
Electric Grain Elevator Co., consignments.\*†  
McConnell Grain Corporation, grain.\*†  
McKillen, Inc., J. G., receiver.\*  
Pratt & Co., corn, oats, wheat.\*  
Ratcliffe, S. M., grain and hay.\*†  
Seymour-Wood Grain Co., grain commission, consignments, brokers.\*  
Townsend-Ward Co., receivers and shippers.\*  
Urmston Elevator Co., grain commission.\*†  
Whitney-Eckstein Seed Co., wholesale seed merchants.

### CEDAR RAPIDS, IOWA.

Cedar Rapids Grain Co., grain merchants.\*  
King-Wilder Grain Co., buyers and shippers.\*

### CHATTANOOGA, TENN.

Harbin, A. D., hay, grain and mill feeds.

### CHICAGO, ILL.

Armour Grain Co., grain buyers.\*  
Bache & Co., J. S., grain, seeds, consignments.  
Bailey & Co., E. W., commission merchants.\*  
Bartlett Frazier Co., receivers and shippers.\*  
Bridge & Leonard, grain, hay.\*†  
Dickinson Co., Albert, seeds.  
Dole & Co., J. H., commission merchants.\*  
Freeman & Co., Henry H., hay, straw, grain.\*†  
Gerstenberg & Co., grain and seeds.\*  
Harris, Winthrop & Co., grain, stocks, bonds.\*  
Hitch & Carder, grain commission.\*  
Hoit & Co., Lowell, com. grain, seeds.  
Hulburd, Warren & Chandler, com. merchants.\*  
Illinois Seed Co., seed merchants.  
Lamson Bros. & Co., commission merchants.\*  
Leland & Co., E. F., grain and seeds.\*  
McCarthy Bros. Co., grain commission.  
McKenna & Dickey, com. merchants.\*  
Miller & Co., Albert, hay and produce.\*†  
Norris Grain Co., grain merchants.\*  
Paynter, H. M., grain commission.  
Pope & Eckhardt Co., grain and seeds.\*  
Quaker Oats Co., wheat, corn, oats, barley, rye.  
Randall & Co., T. D., hay and straw.  
Rosenbaum Grain Co., J., shippers.\*  
Rumsey & Co., grain commission.\*  
Sawers Grain Co., grain commission.\*  
Schiffin & Co., Philip H., com. merchants.\*  
Snaffer, J. C., & Co., grain merchants.\*  
Uptake Grain Co., consignments.  
Wagner & Co., E. W., receivers, shippers.\*  
Wegener Bros., grain commission.\*

### CINCINNATI, OHIO.

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Brouse-Skidmore Grain Co., rec. & shipper.\*†

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Cleveland Grain & Milling Co., receivers and shippers.\*†  
Shepard, Clark Co., grain merchants.\*†

### CRAWFORDSVILLE, IND.

Crabbs-Reynolds-Taylor Co., grain, seeds.\*†  
\*Members Grain Dealers' National Association.

### DENVER, COLO.

Ady & Crowe Mercantile Co., grain, hay, beans.\*†

### DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.\*  
Dewein-Hamman Co., buyers and shippers.

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Des Moines Elevator & Grain Co., grain merchants.\*  
Mid-West Consumers' Grain Co., grain merchants.\*  
Taylor & Patton Co., grain merchants.\*

### DETROIT, MICH.

Dumont, Roberts & Co., receivers, shippers.\*

### DULUTH, MINN.

White Grain Co., grain and hay.\*†

### GREENSBORO, N. C.

Moon-Taylor Co., grain, feed and hay brokers.\*†

### INDIANAPOLIS, IND.

Boyd Grain Co., Bert A., grain commission.\*  
Hayward-Rich Grain Co., commission and brokerage.\*  
Kinney, H. E., Grain Co., grain, hay, feed.\*†  
McCardle-Black Co., grain commission.\*  
Steinhart Grain Co., grain commission.\*  
Urmston Elevator Co., grain commission.\*†  
Witt, Frank A., grain commission and brokerage \*

### KANSAS CITY, MO.

Davis Grain Co., A. C. grain commission.  
Moore-Lawless Grain Co., grain receivers.\*  
Moore-Seaver Grain Co., corn and oats.\*  
Peppard Seed Co., J. G., alfalfa seed, millet.  
Thresher Fuller Grain Co., commission.\*  
Western Grain Co., shippers grain and feed.\*

### LIMA, OHIO.

Hurley Buchholtz Co., wholesale grain, hay, straw.\*

### LOUISVILLE, KY.

Edinger & Co., grain, hay, feed.\*†

### LITTLE ROCK, ARK.

Wilson Co., Jno. R., corn, oats, mill feeds.

### LYNCHBURG, VA.

Moon-Taylor Co., grain, feed and hay brokers.\*†

### MACON, GA.

McRae, Duncan L., flour, grain, provisions.\*

### MEMPHIS, TENN.

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### MIDDLEPOINT, OHIO

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### MILWAUKEE, WIS.

Bacon Co., E. P., grain commission.\*  
Courteen Seed Co., seeds.  
Donahue-Stratton Co., buyers and shippers.\*  
Flanley Grain Co., grain.  
Franke-La Budde Grain Co., receivers and shippers.\*  
Kamm Co., P. C., grain merchants.\*  
Milwaukee Seed Co., seed.\*  
North American Seed Co., seed.

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Quinn, Shepherdson Co., grain merchants.\*

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Meadows, J. A., buyer, hay, grain and feed.\*†  
†Members National Hay Association.

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Power & Co., W. D., hay, straw, produce.\*†

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Maney Grain Co., receivers and shippers.\*

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Conover Grain Co., E. B., receivers, shippers.  
Dewey & Sons, W. W., grain commission.\*  
Harrison, Ward & Co., receivers and shippers.  
Luke Grain Co., grain commission.\*  
Miles, P. B. & C. C., grain commission.\*†  
Mueller Grain Co., receivers and shippers.\*  
Turner-Hudnut Co., grain commission.\*

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Miller & Sons, L. F., receivers and shippers.\*†  
Richardson Bros., grain, flour, mill feeds.\*  
Young & Co., S. H., grain, flour and feeds.

### PITTSBURGH, PA.

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Herb Bros. & Martin, grain and hay.\*†  
McCague, R. S., grain and hay.\*†  
Walton Co., Samuel, hay, grain, mill feed.\*†

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Moon-Taylor Co., grain, feed and hay brokers.\*†

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Nanson Commission Co., receivers, shippers.\*†  
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Prunty, Chas. E., grain and seeds.\*  
Seele Bros. Grain Co., commission.\*  
Toberman, Mackey & Co., grain, hay, seeds.\*†  
Turner Grain Co., grain commission.\*

### ST. JOSEPH, MO.

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### TIFFIN, OHIO.

Sneath-Cunningham Co., grain and seeds.

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King & Co., C. A., grain and seeds.\*†  
Raddatz & Co., H. D., grain, seeds.\*  
Southworth & Co., grain and seeds.\*†  
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Zahm & Co., J. F., grain and seeds.\*†

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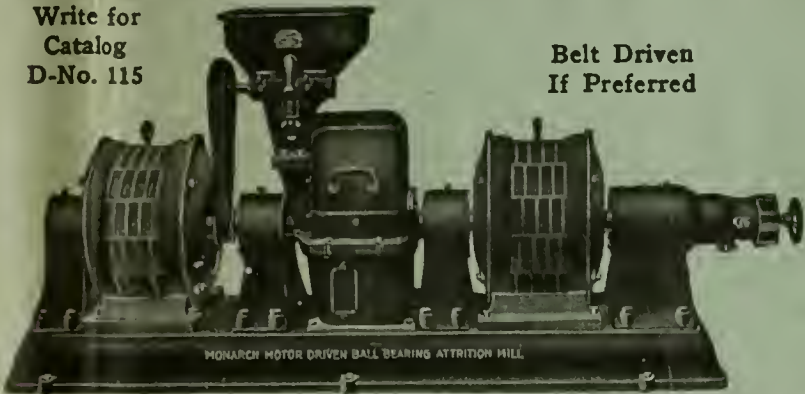
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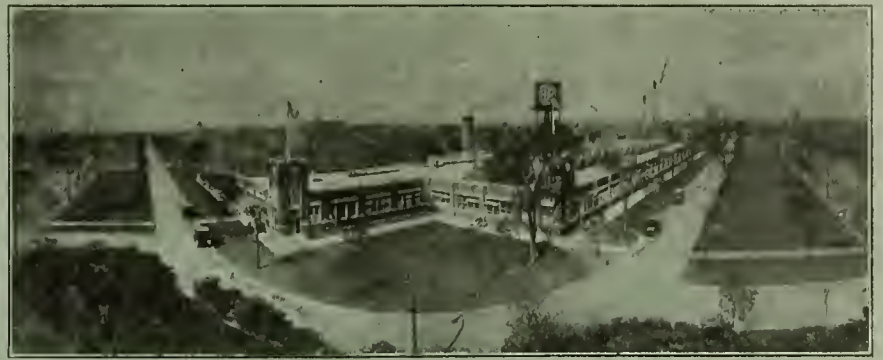


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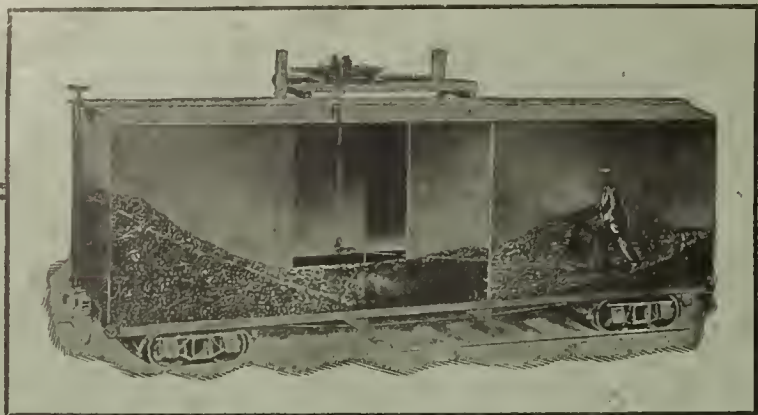
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